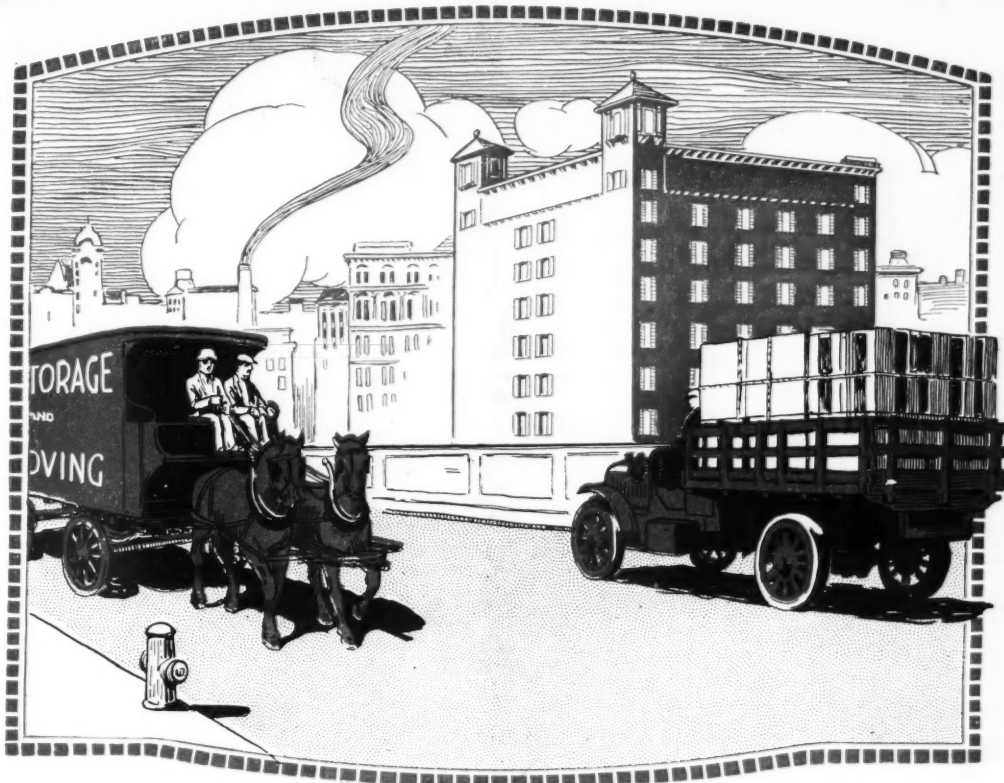


Vol. XVI No. 6

New York, N. Y.

June, 1917

# TRANSFER and STORAGE



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## FEDERAL MOTOR TRUCK COMPANY

MANUFACTURERS OF  
**FEDERAL**  
MOTOR TRUCKS

SOLE IMPORTERS: FORD MOTOR  
COMPANY, NEW YORK, N. Y.

REPLY TO ATTENTION

DETROIT MICHIGAN U.S.A. May 1, 1917.

MR M. L. Pulcher

Federal Motor Truck Company,  
Newark, N. J.

Attention: Mr. George Ludlum.

Dear George:

Everything comes to him who waits. You've been looking forward to the complete FEDERAL line. Now it's ready - FEDERAL quality in every needed capacity.

We are going to make announcement of all five models in May - One Ton, One and a Half Ton, Two, Three and a Half, and Five Ton models.

The photo prints I enclose will give you a good idea of the jobs themselves. I think they're corkers. How do they look to you?

Remember -- these are not "new" models in the sense of being revolutionary departures from past FEDERALS. All the stamina and reliability of the good old FEDERAL has gone into these models -

- in addition, they have everything that motor truck experience has taught us right down to May 1st, 1917.

This line of FEDERAL trucks is, in essence, the outgrowth of seven years spent in studying the haulage needs of Business.

Features? Every point of FEDERAL construction is a "feature" in the sense that it was designed solely with haulage service in mind.

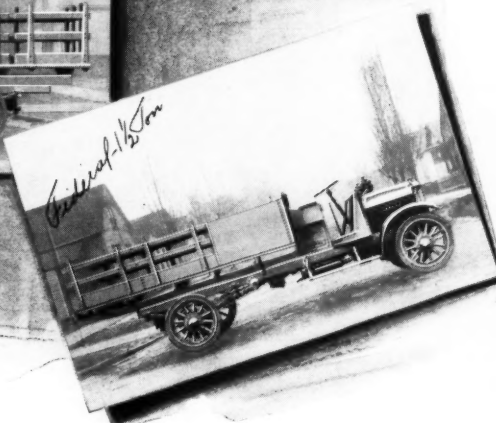
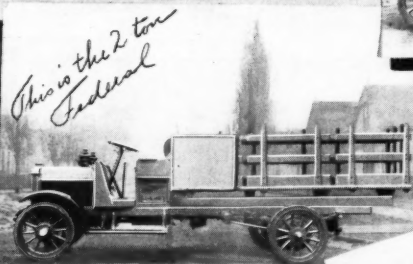
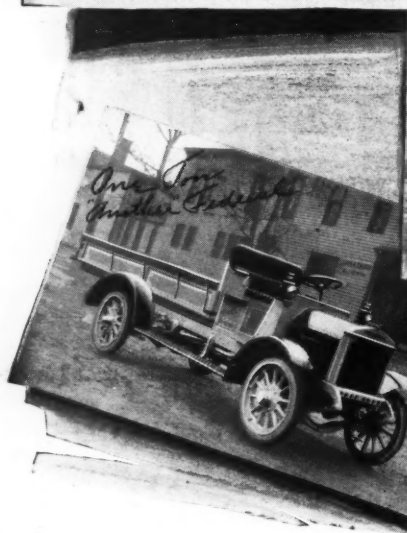
The engine is a truck engine exclusively -- "full of pep". The oiling system, by means of pump pressure, increases lubrication as heavy duty or increased speed make it necessary - and so on -

I can't hope to cover all the points here, of course. You have them all in the "Blue Print Book". We are receiving quite a number of inquiries for these. Do not fail to get a supply for distribution.

Now then, here's hoping for the best year yet! I know that this FEDERAL family is going to prove well worthy of its name.

Yours with best wishes,

*M. L. Pulcher*  
Vice President  
FEDERAL MOTOR TRUCK COMPANY









*The Warehouse Section*

## To Non-Association Members Who Ship Household Goods

The national and sectional organizations of the household goods warehouse industry are founded upon the principle of the exchange of business. When a family moves from one city to another the household goods mover and packer who handles the goods in the first city will endeavor to send them to the receiving end in care of a receiving household goods mover and packer who is a member of his or an allied association. In this manner the receiving moving man gets the hauling and unpacking of the shipment and oftentimes the storage of it, which he might not get unless the shipment were consigned directly in his care.

Of course the shipping warehouseman or mover has a selfish motive in this transaction. He figures that when the moving man who acted as recipient of the shipment he sent has a shipment coming back, that this warehouseman will naturally send it in his care. Thus the warehouseman, who was the shipper in the first instance, becomes the recipient of a shipment in the second and gets the hauling and unpacking of the goods.

The enormous benefits to warehousemen in this procedure are easily seen. However, the benefits to the moving public are equally large through the simplification of the problems of moving from one part of the country to another.

As we have said, the association members have followed this practice for years. It remains for those firms who are not association members to adopt it. The difficulties in the adoption of this practice by non-association members are that the shipper does not know of a warehouseman or mover to handle his shipment at the other end. He has not formed the necessary business connections. To do away with this difficulty, this department of TRANSFER and STORAGE was inaugurated. In the following pages will be found the advertisements of firms who are anxious for the business of non-association as well as association shippers of household goods, and in return for the favors conferred upon them they are willing to reciprocate so that the connections and future friendships thus established will be mutually beneficial.

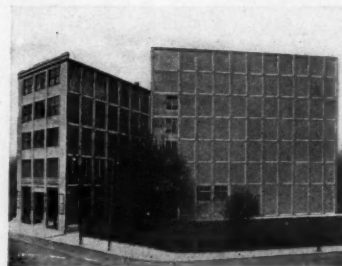


**BERKELEY, CALIFORNIA*****Students Express  
and Transfer Co.***

Established 1890

**2132 Shattuck Avenue**J. R. DRIVER, President  
D. L. DRIVER, Secretary  
M. B. DRIVER, ManagerTransfer; Motor Service;  
Storage of Household  
Goods, Merchandise, IronFour Warehouses  
45,000 Square FeetMembers Illinois Furniture Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association**SERVICE IS THE THING**

For You and Your CLEVELAND Customers

**LET US SERVE THEM AS  
THEY SHOULD BE SERVED***Our Equipment*—Fireproof and  
Non-Fireproof Storage. Motors  
and Horse-Drawn Vans.*Our Organization* is complete and  
is more than ample for the largest  
and most difficult proposition.*We Conserve Your Interests***THE CENTRAL STORAGE  
WAREHOUSE CO.**1843 East 55th Street  
5601 Hough Avenue**CLEVELAND, OHIO**  
SIXTH CITY**CALGARY, ALBERTA****THE  
Pacific Cartage Co.  
LTD.****C. P. R. Freight Office**A. M. NANTON, Pres. E. D. ADAMS, Sec. & Treas.  
C. M. STAINES, ManagerAgents for Canadian Pacific Railway  
Cartage and distributing of carloads  
a specialty. General merchandise and  
furniture stored at reasonable prices.**TWO WAREHOUSES**  
12,500 square feet**BOSTON, MASS.****Dorchester Fireproof Storage Warehouse**  
Thomas G. Buckley, Proprietor and Manager

A modern, fireproof warehouse of reinforced concrete construction; built expressly for the storage of household goods and pianos. Not only is the building proper absolutely fireproof, but each room is partitioned off by terra cotta tile and is provided with a fireproof door of the most approved style, making

**"Every Room a Fireproof Vault."****T. G. BUCKLEY CO. Expert Movers of Household Goods and Pianos**

Established 1880

Office and Warehouse:

**690-692 DUDLEY STREET, BOSTON, MASS.****MOTOR TRUCK SERVICE**  
Operating a Fleet of Seven Trucks

Consignments will receive our prompt and painstaking attention. Consign L. C. L. to Boston, Mass.; C. L. to Massachusetts Ave. Yards N. Y., N. H. &amp; H. R. R., Boston, Mass.

*Because we are the only concern in Boston operating both a strictly fireproof Warehouse and a Transfer business, we are in a position to give your customers the most efficient service.*

**BOSTON, MASS.****The Suffolk Storage  
Warehouse Company**

98-100 Northampton Street

L. G. Myers, Manager

Assures fellow warehousemen the best service in handling consignments either for storage or delivery to house or apartment, unpacking and setting up. Only men with long experience are employed.

**4 Buildings with 1000 Rooms**  
**Low Insurance Rates**  
**Convenient to All Freight Terminals**

Members of  
American Warehousemen's Association  
Illinois Warehousemen's Association  
New York Furniture Warehousemen's Association  
Pacific Coast Warehousemen's Association  
Traffic Club of New England

**NEW YORK CITY**

We Bid for Your Business on a Basis of  
Service—"We Know How"

**METROPOLITAN**

Fireproof Storage Warehouse Co.

14-39-41 WEST SIXTY-SIXTH STREET

Near Central Park

CHARLES S. MORRIS, Pres. and Treas.  
LAWRENCE S. MORRIS, Sec'y and Gen. Manager

**TWO FIREPROOF BUILDINGS**  
**MOTOR OR HORSE-DRAWN VANS**  
**AN EFFICIENT PACKING FORCE**

Adjacent to all Freight Terminals

ESTABLISHED 1875  
"That means something"

Members of New York Furniture Warehousemen's Ass'n.  
Illinois Furniture Warehousemen's Ass'n.  
Southern Furniture Warehousemen's Ass'n.  
Van Owners' Ass'n. of Greater N. Y.  
New Jersey Warehouse & Van Owners' Ass'n.

**WE WILL**

Look after your interest, also that of your customers at—

**BUFFALO, N. Y.**

**O**UR large, specially-built, six-story household goods warehouse is one of the finest between New York and Chicago. (Capacity 1000 van loads.) With our corps of expert workmen and unequalled facilities, we can render prompt and efficient service to your Buffalo patrons.

*Furniture Stored, Packed or Shipped to Any Part of the World*

Convenient to the railroad switches Low Insurance Rates  
Motor Trucks for Prompt Delivery Fireproof Vaults

**COLD SPRING STORAGE COMPANY**  
1432-1442 Main Street

J. W. POWELL, President and General Manager  
Members of Buffalo Chamber of Commerce

**NEW YORK CITY****MORGAN & BROTHER**

Storage Warehouses  
and Motor Vans

Moving Storage Packing

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to all Parts of the World*

230-232-234-236 WEST 47th STREET

TELEPHONE  
52 BRYANT

Near Broadway

Cable Address: MORGANWARE

Members:

New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
Van Owner's Association of Greater New York



## Don't Forget Our Various Locations!

We can handle shipments for the upper west side in

### NEW YORK CITY

But also all shipments for

JERSEY CITY, HOBOKEN,  
WEEHAWKEN, BAYONNE  
and Vicinity

## The Thomas J. Stewart Company

R. M. PETTIT  
President

A. I. STEWART  
Secretary

WM. T. BOSTWICK  
Vice-Pres. & Treas.

N. Y. Warehouse: 143 West 99th St.  
Fireproof Warehouse: 504 West 126th St.  
(Formerly COLONIAL)  
New York City

Main Office and Carpet Cleaning Plant:  
Erie and Fifth Streets, Jersey City, N. J.

"Quality Service Since 1870"

## PHILADELPHIA, PA.



A CORNER OF THE OFFICE

Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses*

**Miller North Broad Storage Co.**  
2715-2721 North Broad Street

## NEW YORK CITY

"EXPERT SERVICE PAYS"

### Moving Packing Shipping

VAULTS for STORING PACKAGES  
of SILVER PLATE and VALUABLES

Our central location and modern equipment enable us to offer you an unusually efficient service for your New York consignments.

Members of New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association

### THE WEST END STORAGE WAREHOUSE

Ben Blumenthal, Proprietor Grant Wayne, Manager  
Louis J. Crumm, Supt.

202-210 West 89th Street



Consign all C. L. & L. C. L. Shipments for Delivery to Warehouse

B. & O. R. R.—135th St. and Harlem River Station  
C. R. R. of N. J.—132d St. and S. Boulevard Station  
D. L. & W. R. R.—135th St. and Harlem River Station  
Erie R. R.—135th St. and Harlem River Station  
Lehigh Valley R. R.—E. 124th Street Station  
L. I. R. R.—Harlem and Morrisania Station  
N. Y. C. & H. R. R.—130th Street Station  
N. Y. N. H. & H. R. R.—Harlem River Station  
Penn. R. R.—E. 125th Street Station  
West Shore R. R.—130th Street Station

## PHILADELPHIA, PA.

WHO looks after YOUR interests, also those of your CUSTOMER in PHILADELPHIA?

Damage is frequently done in unpacking, by careless, incompetent workmen, and the Shipper is blamed.

Good packing needs careful unpacking to insure a Satisfactory Removal.

**"LET WIGHTMAN DO IT"**

He's been doing it for over twenty-five years.

SHIP IN OUR CARE AS FOLLOWS:

30th and Market St. Sta., Penna. R. R. Co.

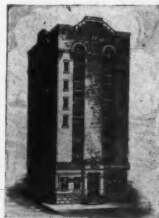
23d and Arch St. Sta., Phila. & Reading Ry.

24th and Race St. Sta., Balt. & Ohio R. R.

**PENN STORAGE & VAN CO.**

2136 Market Street



**PITTSBURGH, PA.**

Fireproof

**Our Reliability**  
is unquestionable. We safeguard your interests as carefully as our own.



Fireproof

**Advantageous Co-operation**

with warehousemen is the secret of our large and successful inter-city business.

**Our Courtesy**

to your Pittsburgh customers will reflect an added confidence in you.



Non-Fireproof

**Our Facilities**

for handling household goods are complete; having trackage on P. R. R. (East Liberty Station) direct to warehouse; padded vans, both horse and motor drawn; thoroughly experienced workmen; three large warehouses, two of them fireproof with 2,000,000 cubic feet of storage space. (We are distributors in Pittsburgh of combination cars.)

ESTABLISHED 1889

INCORPORATED 1898

CABLE ADDRESS: DONTFORGETTOGETHEMONEY

**HAUGH & KEENAN**  
**STORAGE & TRANSFER COMPANY**  
Centre and Euclid Aves. Pittsburgh, Pa.

**SPOKANE, WASH.**

**Pacific Transfer Co.**

Main Office and Warehouse

South 152 Jefferson St.

Established 1890

**Moving Vans & General Storage;  
Storage of Merchandise and New  
Autos; Factory Distributors**

Siding on Northern Pacific R. R.  
Warehouse, 64,800 Sq. Ft.

## Members:

American Warehousemen's Association  
New York Furniture Warehousemen's Association  
The Illinois Furniture Warehousemen's Association  
American Transfermen's Association

**ROCHESTER, N. Y.**

**JOSEPH A. SCHANTZ  
COMPANY**

173-219 Central Avenue

We have every facility for handling your Rochester shipments.

**Two Fireproof Warehouses  
Two Non-fireproof Warehouses  
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Association

**Springfield, Mo.**

**SPRINGFIELD WAREHOUSE  
& TRANSFER CO.**

425-439 East Phelps Avenue

"Fireproof, reinforced concrete warehouse equipped with all modern appliances. Transfer equipment for handling merchandise of every description. Special attention given to carload and local freight consignments."

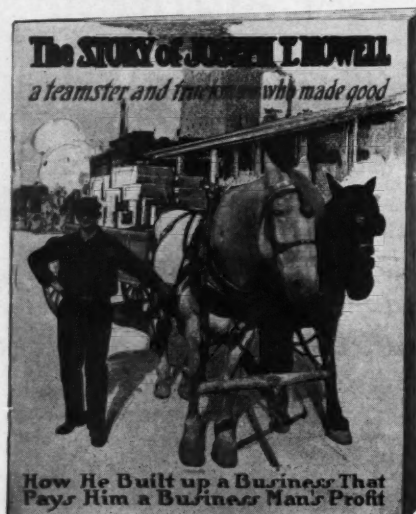
Fireproof

PRIVATE SWITCH—ALL RAILROADS

Low Insurance Rates

**"WE WANT YOUR SPRINGFIELD  
SHIPMENTS"**

## SEND FOR THIS BOOK



**IT** is the true story of how a small trucking business grew to be a big, profitable one—from a horse-drawn wagon to a fleet of three motor trucks.

This book contains very valuable information for the truckman—information that is of vital importance to success.

Send in your request today. The book is absolutely free.

**The J. C. WILSON COMPANY**

Detroit, Michigan

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# GOODRICH

## TRUCK TIRES

*Long Mileage;  
Freedom From Trouble;  
Backed by the Biggest  
System of Service Stations  
in the United States*



*Look for the Sign of Goodrich Service*

**E**VERY important trucking center has its GOODRICH Service Station, amply stocked with truck tires of all sizes and equipped for their prompt removal and application.

Good Intentions do not produce Good Service. Size Counts.

This unparalleled organization maintained by the World's Largest Rubber Factory is at your command.

GOODRICH Service means less "time-out" for your trucks.

GOODRICH Truck Tires keep your trucks on the job.

**THE B.F. GOODRICH COMPANY**

AKRON,



OHIO





## Increased Their Business Over 300%

Smith & Cowles of Springfield, Mass., say: "Some time ago we replaced a smaller truck with an Autocar and have increased our business over 300%. We used to make just city deliveries, but since putting on the Autocar we handle many long distance jobs to Boston, Hartford and Pittsfield. We find the Autocar very reliable and exceptionally economical."

Write for illustrated catalog and list  
of more than 4500 concerns using  
Autocars in every line of business.

## The Autocar Company

ARDMORE, PA.

Established 1897

*Motor Delivery Car Specialties*

# TRANSFER and STORAGE

PUBLISHED MONTHLY AT  
35-37 WEST 39th STREET  
NEW YORK, N. Y.

Established in 1902 as The Team Owners' Review

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## The TRANSFER and STORAGE Publishing Corporation

35-37 West Thirty-ninth Street  
New York City

### Officers

Willis D. Leet, *Pres. and Gen. Mgr.*  
C. W. Blackman, *Vice-President*  
A. B. Swetland, *Sec. and Treas.*  
H. T. Lay, *Managing Editor*

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Single Copies.....\$ .20 each

### Advertisements

Changes in copy for advertisements in the next issue  
to be in the office of publication not later than 10  
days before date of publication

MEMBER OF ASSOCIATED BUSINESS PAPERS, INC.

# MOVING!

From the point where our services begin our transportation experts co-operate with you

Specially built freight cars  
for household goods—  
loaded by experts who  
know how furniture  
should ride, and who  
supervise the details  
of loading all our  
shipments

We solicit your business with  
confidence, as we are sure  
mutual satisfaction  
will result

*May we call and figure on  
your next long haul?*

## TRANS CONTINENTAL FREIGHT COMPANY

WOOLWORTH BUILDING 233 BROADWAY  
NEW YORK

General Office  
203 South Dearborn Street  
Chicago

Old South Bldg., Boston  
Ellicott Square, Buffalo  
Union Trust Bldg., Cincinnati  
Alaska Building, Seattle  
Pacific Bldg., San Francisco  
Van Nuys Bldg., Los Angeles

Agencies in principal cities  
throughout the world



## Seven Months of Perfect Service

In seven months of hard service in the transfer business, the  $3\frac{1}{2}$ -ton U.S. truck owned by J. A. Srieves of Miamisburg, Ohio, has incurred a repair expense of only 5 cents.

During that time the truck has traveled 6,700 miles over all sorts of roads. Some of the trips were long cross-country drives between cities.

At 6,700 miles the tires looked like new.

And in six months the exceptional sturdiness and strength of U. S. trucks only begin to make themselves evident.

Owners who have used a Floating Power Plant U. S. truck for four or five years have a better opportunity to know its remarkable quality.

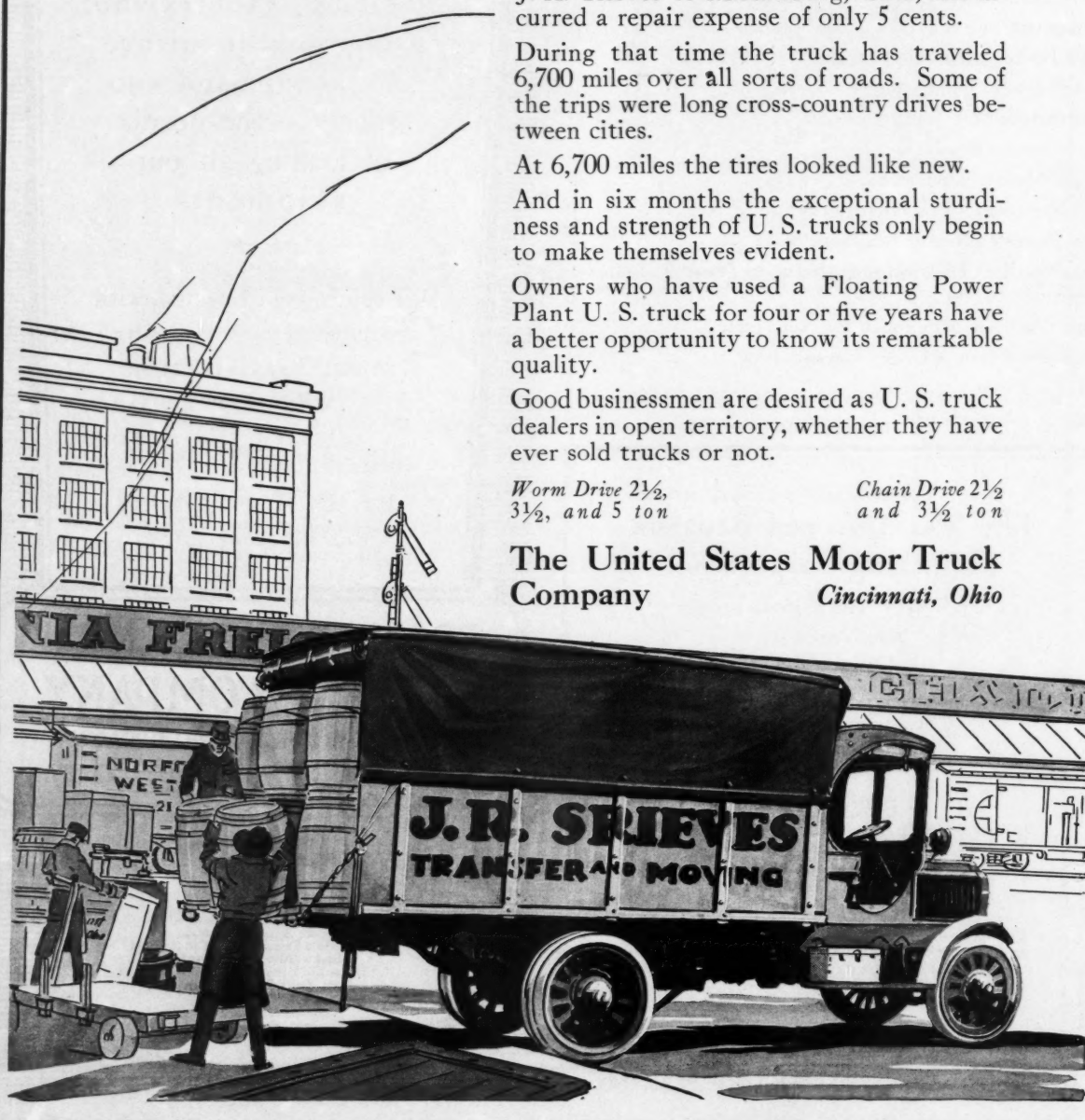
Good businessmen are desired as U. S. truck dealers in open territory, whether they have ever sold trucks or not.

*Worm Drive  $2\frac{1}{2}$ ,  
 $3\frac{1}{2}$ , and 5 ton*

*Chain Drive  $2\frac{1}{2}$   
and  $3\frac{1}{2}$  ton*

**The United States Motor Truck  
Company**

*Cincinnati, Ohio*







# TRANSFER and STORAGE



PUBLISHED MONTHLY

Entered as Second Class Matter, at the Post Office at New York, N. Y.

Volume XVI

NEW YORK, N. Y., JUNE, 1917

No. 6

## Announcement

*By a recent change THE TRANSFER and STORAGE PUBLISHING CORPORATION, owner and publisher of TRANSFER and STORAGE and THE TRANSFER and STORAGE DIRECTORY, becomes a unit in the United Publishers Corporation, a great organization of trade and business papers which is banded together for greater efficiency of operation and management.*

*Since the present personnel took active charge of TRANSFER and STORAGE 3 years ago there have been many changes, but each of these changes has been for the better. Now, while there will be no changes in policy, there will be a general revamping of the internal systems of the company, all designed to make it more efficient and of greater service to the transfer and storage industry.*

*The present business and editorial staffs will be continued. W. D. Leet, well known among transfer and storage men, will remain as president and general manager, while H. T. Lay, who has held the post for 3 years, will continue to edit the paper. The new officers of THE TRANSFER and STORAGE PUBLISHING CORPORATION are C. W. Blackman, vice-president, and A. B. Swetland, secretary and treasurer.*

*The first change under the new ownership was in the removal of the offices of the company from 35 West 39th street to 110 West 40th street, New York City, where larger and better offices have been secured.*

The New York Furniture Warehousemen's Association has sent out a circular letter to all its members, urging them to carry Liberty Loan Bonds for their employees on the basis that a subscription to the Liberty Loan is helping the country; that the man who never saved before is putting away a nest egg for his family, and that the thrifty workman is usually the most dependable. The New York Association is doing a good work in urging its members to get their men to subscribe to the Liberty Loan of 1917, but each member, each employer, as well as arranging to carry Liberty Loan Bonds for his men while they are paying for them, should do his share by taking as many of these bonds as he can carry himself.

Another thing that stands out in our fight for the freedom of the world is the question of prohibition. Shall the country go dry in order that we may conserve our food supply? England has cut down on her liquor consumption to a great extent. Whole provinces of Canada have gone dry. Russia, after the prohibition of liquor under autocratic rule, returns to booze under its present chaotic free government, only to find that there are numerous cases of alcoholism and to determine that prohibition shall again be the rule of the day. Many of the states of the Union are now wholly dry, and the Government has ruled that no man in uniform shall be served with liquor. If it is wrong for the soldier and sailor and marine to have it, is it right that the citizen should have it? If it is for the best interests of the country for one class to be deprived of liquor, would it not be for the best interests of the country to take it away from all classes?

\* \* \*

There are but few among us of the transfer and storage industry who do not care to take a little stimulant now and then, but we know how and when to take it. It is not during business hours that we indulge and we flatter ourselves that we do not cut down our efficiency and health by the amount we drink. Perhaps this is true, but there are few of us but would be willing to forego liquor for ourselves could we prevent our employees from getting it, for it is these same employees who do not know how to use it, but come on the job with a big head, or leave the job in the afternoon with a good-sized, non-paying load, that cause the trouble. But let us be sensible about it. Let us cut out the whiskey and similar firewater, and for a time at least confine ourselves to light wines and beer, with certain hours at meal times at which liquors can be drunk in public places.

\* \* \*

There will be no convention of the National Team & Motor Truck Owners' Association this year. The war is given as an excuse. That war of ours seems to be a pretty good excuse for almost anything just now. It's a good thing to have a war once in a while to give us a nice sounding excuse to cover up some of our own shortcomings. Frankly, we do not know what is to become of

the National Team & Motor Truck Owners' Association. Any organization which follows the procedures started by that association at the Springfield convention in 1915 can hardly be expected to survive. Division of a great national business men's association into petty groups so that the members may have an opportunity to play peanut politics on their home grounds is a fine spectacle. The National Team & Motor Truck Owners' Association had high ideals when it was started by TRANSFER and STORAGE 15 years ago. Now the association lies recumbent in a rut, from which, all indications are, it will never recover.

\* \* \*

Due to the war, the Illinois Furniture Warehousemen's Association expects a big attendance at Green Lake, Wis., on June 22, 23, 24, 25 and 26, which is where and when the annual meeting will be held this year. The Illinois Association has set aside two days for business this year, but has made the apparent error of holding the banquet on the evening preceding the second business day, instead of on the last day. However, we may be wrong in classifying this as an error. We will find out when we get there.

\* \* \*

Saratoga Springs in New York State is the spot picked for the 1917 summer meeting of the New York Furniture Warehousemen's Association, and the dates are July 6, 7, 8 and 9. Saratoga Springs is an ideal spot for a summer meeting, being a famous and beautiful resort in a beautiful part of the country. A trip on Lake George is one of the attractions that the New York Association offers, and if we could possibly go, we might go for this trip if for nothing else, although we have seen Lake George once. But then, Lake George isn't like a movie show where you go to the second performance to make up lost sleep.

\* \* \*

There is much speculation as to whether the prices for building materials, horse feeds, labor, etc., will go down following the close of the war, which now seems to be as far off as ever. Having once gone up prices seldom, if ever, return to their old level, and it has been said that war prices never return to pre-war levels. Is it well to halt all construction and expansion of business simply because prices are high? Naturally there must be some slacking up of the kinds of work less immediate to the needs of the country, but the fact that prices will never go back to their old levels merits consideration.

\* \* \*

War is putting a greater spurt than ever before into the merchandise storage business, and it will not be long before the forces at work in the American Warehousemen's Association have brought about some needed reforms in this industry which will put it on a basis of uniformity and thus work to the eventual good and expansion of the business.

Cincinnati warehousemen are fighting against a warehouse contents tax law and are having the dickens of a time. However, judging from what we have seen of the case they should have it fairly easy, if judgement is not altogether clouded, confused and befogged by international events. The law seems to be aimed mostly at merchandise warehouses, but of course household goods warehouses have been roped in. Too often legislators have not sufficient knowledge of businesses upon which they are legislating to realize that what may be right and just for one class of business is not right or just for another division of the same class. Not that we would say that a warehouse contents tax law would be right if imposed solely upon the merchandise warehousemen. We have yet to be convinced that it would be, but we could not resist the opportunity to say something nice about legislators in general.

\* \* \*

Efficiency in a household goods or merchandise storage warehouse means mostly refinement and the polishing off of the details and corners. The Manhattan Storage & Warehouse Co. of New York City has several little stunts which make for greater efficiency and ease of operation. In the packing room the scales are set into the floor so that they are at floor level, which eliminates the lifting of articles to be weighed. The Manhattan company takes their vans, and with their system of removable bodies, their van bodies, to the floor at which the goods are to be stored or taken out of storage. The vehicles are left on the elevators, which are dropped below the floor level so that the floor of the van body coincides with the floor of the building. This does away with the lifting of heavy pieces, and makes for efficiency in that it makes the work easier for the workmen and does away with unnecessary effort and lost motion.

\* \* \*

Interest in the cost of keeping horses is again aroused, owing to the high cost of feeds and supplies and increasing costs of labor. In the May issue we published figures which set the cost of a team at \$5.40 per day, with some of the items left out. In this issue will be found figures from the Utica Carting Co., Utica, N. Y., being taken from some of the more important transfer and storage firms of Utica, which put the cost at \$8.00 per day. Horse owners among the strictly cartage class may be forced to adopt motor trucks through the increased expense of horses on the basis of vehicle for vehicle should these costs continue to rise. Eight dollars per day will pay the daily cost of a one- or two-ton gasoline truck and will be approximate to the daily cost of a three-ton electric. Under the circumstances it might be just as well to substitute trucks.



### New York Association to Meet at Saratoga

On Friday, July 6, the New York Furniture Warehousemen's Association will leave New York City for Albany on the night boat, whence they will go to Saratoga Springs for the annual convention, which is to be held at the United States Hotel. The country in which Saratoga Springs is located boasts of some of the finest scenery in New York, a naturally beautiful state, and Saratoga Springs is justly famous, not only as a racing center, but as a health and pleasure resort. The New York Furniture Warehousemen's Association has made an excellent selection in choosing Saratoga Springs as its meeting place.

Members who contemplate attending this summer meeting and wish to make the trip by boat are urged to send in their reservations at an early date, as the night boats from New York to Albany are extremely popular and are usually filled up. A special dinner will be served to the warehousemen on the boat on Friday evening, July 6, and there will also be a special table d'hôte breakfast on Saturday morning on the boat.

Saturday evening there will be a banquet and cabaret entertainment at Saratoga Lake. On Sunday the warehousemen will make a trip through Lake George, one of America's most famous lakes and resort colonies. A boat has been chartered for this trip, and in addition to the members of the association and their guests, the boat will carry plenty of refreshments. The business meeting of the association will be held at the United States Hotel on Monday, July 9, following which the party will break up.

### Attack on New Warehouse Taxing Law

Action by County Auditor Durr, through Probate Court, to procure lists of property in storage warehouses and the names of owners for the purpose of listing them for taxation, has stirred up all warehousemen in the city of Cincinnati, and they have joined in a common cause to fight the new tax law.

Fred Pagels, 821 West Eighth street, was the first warehouse owner cited, and his case has been continued by Probate Judge William H. Lueders upon Pagels' refusal to produce the information demanded.

Under the new tax law, if Pagels continues to refuse to produce the information, Probate Judge Lueders must hold him in contempt of Court and commit him to jail until he has complied with the demand. If this course is taken, it is expected habeas corpus proceedings immediately will be resorted to to obtain his release, and the case taken into the upper courts for final determination.

If the information cannot be obtained County Auditor Durr announced recently he will inventory and value the goods held in all warehouses and place them on the

tax duplicate in the name of the owner of the warehouse, with an added 50 per cent penalty.

This will put the matter directly up to the owners of the storage places, who must either pay the taxes listed by the County Auditor, or give their real values and pay on those amounts, with the 50 per cent penalty, or disclose the name of the real owner.

That drastic measures are to be demanded by both the State and Federal Governments to unearth and tax property heretofore said to have been concealed in warehouses, was indicated in instructions from the Federal Government received by Auditor Durr authorizing him to obtain the names and location of all warehouses in which foodstuffs are stored.

While the law gives the auditor the right to obtain information from state banks and building associations as to deposits, County Auditor Durr does not claim the right to demand lists of depositors, but only information in specific instances.

### Illinois Warehousemen at Greenlake

Announcement has been made that the eleventh annual meeting of the Illinois Furniture Warehousemen's Association will be held at the Sherwood Forest Hotel at Green Lake, Wis., on June 22, 23, 24, 25 and 26. Green Lake is one of the largest of Wisconsin lakes. The surroundings and scenery are beautiful. The Sherwood Forest Hotel is new, having been built only 2 years ago. The grounds are very spacious and contain a very sporty golf course, a specially constructed ball field, tennis courts, etc. There are splendid facilities for boating, fishing, etc. As is customary, the meeting will be strictly stag.

Members and guests of the association will assemble at the Chicago and Northwestern Railroad Station at Canal and Madison streets, from which a special train will leave at 10 a.m., Friday morning, June 22. The train will stop at Milwaukee en route at about noon, and will arrive at Green Lake at about 3 p.m. One of the luncheons for which the Chicago and Northwestern road is famous will be served on the train. The railroad will furnish the association with a special train of Pullman coaches, dining and buffet cars.

Henry Brown will present his "Big Girl Revue" at Green Lake on Friday evening, June 22, at 8:30 p.m. Everyone who has ever been to an Illinois meeting knows the worth of Henry Brown's productions. In the case of this one, slated for Friday evening, it is not known whether the "Big Girl" part includes the size of the ladies who will participate or merely the number thereof. In either case, and it is not polite to wager on the sizes of the feet of these girls, this revue will be well worth seeing.

On Saturday morning the annual golf tournament will be held, followed by the equally annual baseball game in the afternoon, when "Jackson's Giants" will endeavor to defeat "Leonard's All-America." Meyer's Mastodon Minstrels will provide entertainment for Saturday



evening, and members are warned not to feed peanuts to the "Mastodon." At least Meyer will prove that while the mastodon is extinct as far as animal life is concerned, his name still exists as a good adjective descriptive of size and power. The golf finals will be played off Sunday morning during church. On Sunday afternoon there will be a boat trip for those in training for Uncle Sam's mosquito fleet, and a fishing contest. As is the case each year, the Illinois Association promises to spring something new. This year it is a "fish fry."

This year the Illinois Association will devote a day and a half to business, there being a business meeting from 9 a.m. on Monday to 2 p.m., followed by a banquet on Monday evening to insure everyone being in good shape to attend Tuesday's business meeting which opens at 9 a.m. and closes at 2 p.m. The special train for the return to Chicago will leave Green Lake on Tuesday, June 26, at about 3:30 p.m., arriving in Chicago at about 8 p.m.

### Team Owners Favor New Traffic Laws

A delegation from the Team Owners' Association of Seattle called on Superintendent of Streets Charles R. Case recently and approved that part of the new traffic code relating to the operation of various vehicles on public streets. Provisions in the code, prepared by E. F. Chase, of the streets and sewers department, provide more rigid rules for the operation of heavy vehicles. The team owners found no fault with the provisions and when the bill is considered by the city council their endorsement will be filed.

The association of team owners was represented at the conference by George Albee, Joe Daw, William Baxter, Alexander Niven, E. Wolf, J. Eiler and R. P. O'Connell.

### Seek Radio of Spies in City

Mysterious lights, flickering in the sky and seemingly emanating from a new building at Broadway and Piedmont avenue aroused suspicions of United States secret service men yesterday, who investigated the neighborhood in an endeavor to obtain evidence of espionage radio plants.

A thorough search failed to reveal apparatus or material for sending flashes and, after extensive combing of territory in the vicinity of the midnight flickerings, the Government agents left. The Lyon warehouse was the object of special search, its tower, according to the agents, presenting an excellent vantage place in which spies might work. Manager H. B. Lyon aided the investigation officials, and together they went through the plant, investigating the building's high tower. Careful watch is planned by secret service men and operatives, employed by the storage company.—Oakland (Cal.) Tribune.

### "Peaceful Picketing"

One of the most important decisions on so-called "peaceful picketing" that has ever been handed down by a United States District Court, is that of Judge Killits of Toledo, in the Home Telephone Company case, rendered on February 14 last.

Following is a summary of the court's opinion, which should receive very careful consideration.

Emphasizing in particular that the dominant thought of the Clayton Act is that the words "lawful," "peaceful," "lawfully," and "peacefully" determine its application to the activities of the labor unions, Judge Killits held that "peaceful picketing is exercisable only when it does not violate any of the personal rights" of others, and that the failure or refusal of some public officials to prevent lawlessness and punish offenders during strikes, is "a plain and reprehensible evasion of official duty."

The right of freedom of contract between employers and employes is very clearly established by the court, which held that every man has the right of individual privacy and freedom from molestation, and to the pursuit of his lawful business, occupation or employment.

Granting the right of workmen on the one hand to quit their employment either singly or collectively, the court holds on the other hand that the so-called "right of peaceful persuasion" may be lawfully exercised only upon those willing to be so influenced.

Any act so performed with intent to disturb the full and unrestrained exercise of the individual's faculties and wishes in his or her employment, said the court, is plainly unlawful, and the existence of a strike does not make that lawful which would otherwise be unlawful.

"Not a syllable of the Clayton Act, or of any other law, sanctions any of the incidents referred to." Said the court, continuing, "What constitutes peaceful picketing may be answered by any fair-minded man if this question is asked—'Would this be lawful if no strike existed?'"—*American Industries*.

### Removal of Goods

Where a consignee has failed to use due diligence to remove goods after notice of their arrival at destination, the carrier's liability thereafter is that of a warehouseman, says a decision by the Court of Civil Appeals of Texas. The court held that a consignee who has goods shipped home to himself, but makes no effort to notify his folks while he makes the journey, requiring a week, on horseback, and who has actual notice the day after his arrival that goods have been received, but does not remove them because of inconvenience, cannot hold carrier liable as such for loss of his property by fire.—*American Express Co. vs. Duncan*, 193 S. W. Rep. 411.

# The Year With the Associations

*Being Reports from some of the local associations of their activities since June, 1916*

## American Warehousemen's Association, Inc.

Perhaps the most important matter coming before this association during the last year and engaging the most attention at this time is that of a re-organization by amendment to the by-laws and rules of the association so as to permit the members engaged in any special branch of the industry a practical control of the affairs of that section, together with a fund to be set aside from the dues for their particular use.

Two conferences have been held by representatives of the different sections of this association and the larger local associations of the country, one at Chattanooga, Tenn., on February 1, 1917, and again at Pittsburgh on May 19. The work was practically completed so far as the conference could do so and the plan made ready to submit to the associations interested for their consideration.—C. L. CRISS, Secretary.

## California Transfer and Storage Association

The California Transfer and Storage Association of San Francisco, Cal., which has been in existence a little more than a year, promises by all appearances and indications to become a permanent, successful institution for the benefit of all its members. The majority of the members realize the fact that organization is the only proper method to promote the interest of a body of men engaged in the same line of business, that organization creates good feelings and fellowship among its members and consequently works beneficially to all concerned.

One of the latest achievements of this association was the agreement on uniform rates, according to districts in the city, for the delivery of baggage. However, regarding rates for moving furniture and household effects no agreement is intended at this time, owing to the different conditions prevailing among the members engaged in this branch of the business.

A most important matter for the benefit of the association is at the present time placed before the board of supervisors of this city, in the shape of an ordinance for the protection of the public, by a schedule of maximum rates for moving household effects in the city and also for the protection of the transfermen and movers, with reference to collection of bills for service rendered.

In the event the said ordinance passes successfully, then it becomes a misdemeanor on the part of the owner of the goods to refuse payment of the bill for service rendered by the mover, subject to fine.

As soon as this ordinance becomes a law, we shall gladly

report results in TRANSFER and STORAGE, especially as there are also other features of importance to the movers contained in said ordinance.—J. W. STERN, Secretary and Treasurer.

## Fort Worth Transfer and Storage Association

It is very gratifying indeed to know of the number of beneficial things accomplished by our Fort Worth organization. I will endeavor to give you just a little synopsis of what we have accomplished.

Since organizing we have been able to materially increase our dray rates on merchandise which was so very greatly needed, but the most important accomplishment that we have attained is the placing the moving of household goods on the hourly basis. We are now receiving the same rates for moving as received by most of the companies in the larger eastern cities and this was done only by co-operation and organization.

Another feature that might be of interest is the fact that we have been able to work in harmony with the Teamsters' and Chauffeurs' Union, keeping them satisfied yet preventing the granting of their increase demand.

The association meets semi-monthly in one of the transfer company's offices and hears complaints from those who have them, discuss every subject of interest to all concerned, and generally close this meeting with a little Dutch luncheon which invariably leaves them all in a happy and congenial frame of mind.—W. J. BINYON, Jr., Binyon-O'Keefe Fireproof Stg. Co.

## Baltimore Furniture Warehousemen's Association

On February 12, 1917, the Baltimore Furniture Warehousemen's Association passed its sixth anniversary. Thirty days had hardly elapsed after the organization of the association when the members commenced to realize the untold advantages that would be derived from an association of this kind.

During the past 12 months the association compiled and issued to each member a leather-bound hand-book containing auto hauling rates, covering various points in the State of Maryland, showing as near as possible the road conditions up to the date of the issue of this book. This book contains a little less than 500 listings.

The association during the past 2 months has gained two members.

The legislature of the State of Maryland passed a law in 1916 compelling all warehouses to pay an annual license fee of \$50.00. This license was sanctioned by the members of the association and was very promptly



paid by all members. It was then discovered, however, that there were a considerable number of small warehousemen who had not paid this license fee. The association appointed a committee to make an investigation into this and it was found that less than one-third of the warehouses had paid this license. This matter was reported to the State Tax Commissioner, which resulted in all those who had not paid being called upon to pay at once and those who could not afford this license were compelled to discontinue the business. The result was the elimination of several small companies of very little responsibility and reputation.

Through the secretary of the association, the members have been able to buy their packing materials in carload lots, which were divided among the members in quantities desired at a considerable saving.

Through the co-operation of the various members, the city hauling rates have been advanced about 25 per cent and the packing charges advanced about 10 per cent.

The meetings of the association, which are held once a month, have been regularly attended by all members during the past 12 months.

The members of the association are now seriously considering forming a van owners' association, which would be a distinct and separate organization from the Baltimore Furniture Warehousemen's Association, and which will enable us to take in the various concerns and individuals engaged in the hauling of household goods only and not conducting a warehouse business.—C. J. HAMILTON, Secretary.

### Draymen's Protective Association of St. Paul and Minneapolis

The Minneapolis Association has moved along in its usual course, holding regular meetings every month and maintaining its membership in peace and comfort. One of our largest members, the Armstrong Transfer Co., having become dissatisfied with some of the acts of parties assisting us in the strike last summer, withdrew and is no longer a member of the association. The year has been in general a prosperous one for all members.

During from about the middle of May, 1916, until about the first of July, the association went through the test of an aggravated teamsters' strike, all of the larger transfer companies being more or less affected although men did not go out from every firm. Almost every firm had some of its men remain loyal and in a number of firms the men remained with their employers clear through the strike. It was admitted from the start that the cause of the strike was not a question of wages or conditions of employment, but entirely one of employment of only members of Local Teamsters' Union No. 23, and a "Closed Shop." The members of the Draymen's Association held together very closely and left the handling of the defense to a picked committee, and met practically daily during the trouble.

By reason of the lack of co-operation and sympathy of the city authorities during the first part of the strike, it became necessary to employ and keep on the wagons, extra men to protect the drivers from attack. Private detectives were employed to guard the property of employers, and many firms had only one or two teams manned out of from ten to twenty teams usually employed. The merchants of the city gathered in a mass meeting, investigated conditions and approved the objection to a closed shop for Minneapolis and agreed to finance and did finance in a very large measure the cost of fighting the strike. A finance committee was appointed by the merchants and business men and a large amount of money subscribed to pay the extra expenses caused by the necessity of guarding wagons and drivers. Pressure was brought to bear upon the public authorities and finally ample assistance was given by the police department to prevent disorder. The strike lasted some 6 weeks and finally wore itself out, although, so far as known, it was never called off. There was an opinion that on account of the election of a socialistic mayor in this city, we might look for another strike this spring and many indications pointed to the same, but on account of the war situation, largely, nothing of the kind has come to pass and the transfer interests are progressing as usual.

During the month of January the annual banquet was given by the association at the West Hotel, followed by a dance and entertainment. Some 200 persons, consisting of the members, their wives and friends, took part as the guests of the members.

In St. Paul during the year, the Draymen's Association has progressed quietly, growing slowly, and the members feel that it is well worth holding together. Sympathy and friendship have grown up, and instead of bitter competitors, as they used to be, they are now competing friends, believing that there is business enough for all and that business which has to be done at a loss is not worth going after.

During the latter part of January, the St. Paul Association entertained the Minneapolis Association and their wives one evening at the St. Paul Carnival, and gave them a royal good time, with a sleigh ride around the city, a chance to watch a beautiful carnival procession and a dinner and dance afterwards.

An attempt was made last year to unionize the St. Paul barns, but it proved a failure. A strike was called at one or two places and an attempt made to close the barn, but with adequate and proper police control and assistance rendered, the attempt failed.

It has become the practice for the Minneapolis and St. Paul Associations to meet in joint session three or four times a year for the discussion of topics of mutual interest to the Twin Cities, and a lively interchange of business and friendship has grown up thereby. The former jealousy between the Twin Cities has given way to



friendly assistance and business rivalry and good-natured jollyng of each other.

A joint summer picnic is planned to take place this summer for the pleasure of the joint associations, their wives and friends.—W. M. BABCOCK, Secretary.

#### Team Owners Association of Seattle, Inc.

On March 7, 1916, the Team Owners' Association of Seattle, Inc., then composed of about thirty-two members in good standing, signed a working agreement with the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers, Union of America, Local No. 174, said agreement covering a term of 3 years from date.

After the signing of this agreement an active campaign was begun for the increase of membership of the association. We now have 180 members in good standing and are still growing, while the membership of Local No. 174 has grown from about 300 to approximately 1,250 since March 7, 1916, as a direct result of our affiliation with said local.

Working conditions between the team owners and the union are on a peaceful and satisfactory basis, with every indication that these conditions will prevail indefinitely.

Another good and much-needed accomplishment of the association is, that "cut-throat" competition, while not entirely eliminated, has been minimized to the extent that we seldom hear of it.

Our members now trust one another and have gotten away from the idea of trying to take business from the "other fellow" at starvation prices, thus enabling each member to get his legitimate share of business at reasonable rates and thus make an honest dollar occasionally.

While we are not getting the prices we should under present conditions, the improvement is more than satisfactory.

The association has been successful in preventing the enactment of laws derogatory to the business, and in having equitable and favorable laws passed; has brought about great improvement in freight service, as well as baggage service, at the railway depots and steamship docks. And, while we are looking forward to additional and greater improvement in conditions generally, we must and do congratulate ourselves over the good that organization has done for us.

Using the writer's own company as an example, we very reluctantly joined the association, believing we had good reasons for our reluctance. We have been most thoroughly convinced, however, that our reasons were groundless, as we have been greatly benefited financially and otherwise through our membership in the Team Owners' Association, and our hope is that the association will remain intact always, or at least as long as we remain in the business; we are but one among many members who have obtained like benefit and entertain the same good wishes for the welfare of the association.—J. J. KELLY, President.

#### Utica Team Owners' Association

The activities of the Team Owners' Association are confined to the adjustment of matters of dispute between its members and the Teamsters' Union. Our working agreement expired March 31. A new one was presented by the union, which included among other changes that an absolutely closed shop be maintained. An agreement on all other matters was quickly reached but our organization would not stand for a closed shop. Many conferences were had without result and a strike seemed inevitable. At the last minute, however, our mayor stepped in and succeeded in bringing about a settlement on the basis of what the union terms a preferential shop. This agreement provides that preference of employment be given members of the union but no employer shall be obliged to discharge an employe for failure to join the union. The agreement is to run for two years from April 1 and provides for an increase of approximately \$2.00 a week all along the line. The new scale is as follows:

Team drivers, trucks, per week.....	\$16.00
Single drivers, trucks, per week.....	15.00
Dump wagon drivers (8 hrs.), per week.....	14.00
Dump wagon drivers (10 hrs.), per week.....	16.00
Chauffeurs (less than 2-ton truck).....	16.00
Chauffeurs (2 and 3 ton trucks).....	18.00
Chauffeurs (4 tons or more).....	19.00
All helpers, per week.....	14.00

Drivers and chauffeurs to report not later than 6:15 a.m. and be ready to go out at 7:00 a.m. Ten hours to constitute a day's work. Straight time for overtime. Double time for holidays and Sundays. Drivers to report once on Sundays and holidays to care for horses. Saturday half holiday during June, July and August.

Everything is working satisfactorily so far.—C. A. McKERNAN, Utica, N. Y., Carting Co.

#### New Jersey Warehousemen's and Van Owners' Association

The New Jersey Warehousemen's and Van Owners' Association is now enjoying its third successful year of active existence. Prior to the forming of this association the storage and moving business in and about Newark was demoralized. All a person with a fair sized job had to do was send out half a dozen letters or phone calls and there would follow one of the finest little scrambles and exhibitions of price cutting by dignified warehousemen that one would care to witness. None of those in the business knew or trusted each other and right there lay the root of this great evil; they did not trust each other because they did not know each other. There were soft pickings for the wily public who were quick to take advantage of the chaotic trade conditions among movers and consequently had their work done for little or nothing. That was before, but this is after.

We have secured as members all of the big warehousemen and van owners in New Jersey and most of the smaller ones in and about Newark and the Oranges where our activities are centered. We have hammered and hammered into our members the great necessity of giving better service, avoiding price competition and ceasing to "knock" competitors, in order to secure the public confidence and respect and thus open the way to demand and receive a fair and just return for the work we are doing. We have made wonderful progress. While competition is still quite sharp it is carried on along different lines and though we have no set prices we are certainly getting more for our work than ever before.

Aside from that phase of the business we have done great things along other lines. For instance, we have successfully fought both city and state legislation and have yet to taste the bitter dregs of defeat in a legal or legislative battle. The most notable affair in which we took part was the Taxation Law which came before the New Jersey Legislature last year which, had it become a law, would have placed a heavy burden on all warehouses and no doubt driven some of the smaller one out of business. This bill was for the purpose of compelling all storage warehouses to declare under oath each and every lot of goods stored in their places, giving name and address of the owner and the approximate value of the goods. If the goods were removed before the assessment date the warehouse would be obliged to demand a bond of the depositor to secure the payment of the personal taxes and in case the depositor got away the warehouseman would be obliged to pay the tax. By concerted action of the association and their counsel the bill was defeated.

Another instance where we showed our strength was when the New Jersey Grocers' Association attempted to put through an ordinance in Newark, the object of which was to force all movers to file a weekly list of their removals with the chief of police. When we descended on the aldermanic committee and showed them where such an ordinance would be all wrong they simply threw the thing one side. That's what organization does.

Besides helping each other in many instances of physical trouble the members have been of invaluable assistance to each other in matters of a legal nature. We have recently adopted a uniform moving order blank and are working on other uniform methods in order to standardize the business throughout the state.

All the warehouse associations, as you know, issue a monthly bulletin and, of course, the New Jersey Association have theirs called *The Tailboard Load*. This paper is self supporting; in fact, it is making money for the association through the medium of advertisements. It is sent free to all members and to any other warehouseman who desires it.

Then, we have a publicity man among us who sees that the newspapers are kept informed of the fine things the association is doing to elevate the business and, incidentally, other things. Last spring and fall he acquainted

the public with the fact that they were to expect an advance in the cost of moving and storage owing to the increased cost of operating and the public accepted the inevitable.

Since banding themselves together the members of the New Jersey Association have not only learned a great deal more about their business than they knew before, not only accomplished great things politically and economically, but have as a direct result actually increased their personal businesses and are in a fair way to continue doing so indefinitely.—FRANK J. SUMMERS, Editor, *The Tailboard Load*.

### Transfer and Storagemen's Association of Grand Rapids

The Transfer and Storagemen's Association of Grand Rapids is progressing nicely; have lost two members during the past year owing to their going out of business, and have added the following: Fongers Bros., Wells Bros., V. O. Burley, R. R. Gilmore, F. Diepstra & Son, DeGroot Transfer Co., and Central Storage Co., which gives us 80 per cent of the vans and 70 per cent of the teams in Grand Rapids.

We obtain members through moral suasion only, and after attending one meeting as guests we usually convince them it will be mutually profitable to become a member as it entitles them to the benefits derived from meeting and exchanging ideas with other storage men, some of whom have made a life study of the business.

This spring the teaming was raised from 60 cents to 80 cents per hour and the van work from \$3.00 per load to \$4.00 per load or \$1.50 by the hour for two men and van, office to office, and \$1.00 extra for the piano load in either case, as picked men are required for the piano load.

Our officers are Thomas Helmus of Helmus Bros., president; Harry Wells of Security Storage & Transfer Co., first vice-president; Thos. Golden of Golden & Boter Transfer Co., second vice-president; E. M. Radcliffe of Radcliffe Storage Co., secretary-treasurer.—E. M. RADCLIFFE, Secretary.

### Transfer, Truck and Team Owners of Kenosha

The Transfer, Truck and Team Owners' Association of Kenosha, Wis., was organized in September, 1916, with about twelve members. By October 1 we had twenty-six members and up to the present date we have fifty-six in good standing. This association was organized for the purpose of creating better conditions, better feeling, scaling all work, etc., to make it worth while being in this line of business, for general good and benefit of its members. We hold weekly meetings every Wednesday night at 8:00 p.m. at Schlitz Hall, to keep members together and be more sociable with one another. We have a box of cigars at all meetings and at every other



meeting we serve refreshments. We exchange work and business changes at all times and keep members posted on bad payers.

But now I must tell you that not all of our members are in the transfer and storage business. Quite a number are just in the teaming trade, owning from one to fifteen teams.

Each of our members has a membership card, also our seal, symbolizing a circle with hearty co-operation and feeling. We also have this in the form of a badge. That is a white ring with a black leather heart hanging on same with brass letters on, and is used on the hip strap or as a spreader ring, on trucks hanging in the front above the seat.

It would take too long for me to detail all our accomplishments, but let me tell you we have plenty and substantial ones at that.

Financially, I can say that we have collected from our members on membership fees and monthly dues \$350 and expended about \$210. So you see we have some funds on hand. Also a good treasurer and secretary's book outfit, as good as some organizations of a good many years standing are able to have. Our membership record book is hard to beat.

Our officers for the year ending January 1, 1918, are as follows: Geo. Ward, president; David Nelson, vice-president; Max Ladewig, treasurer; Chas. Holderness, secretary.—MAX LADEWIG, Secretary.

### Cartage Exchange of Chicago

The members of the Cartage Exchange of Chicago who kept in touch with the work of the organization should look with considerable pride upon the work of the exchange for the past year. The officers, executive committee and special committees have spent their time and energies in the interests of the calling they represent with great success.

While many problems arise, demanding immediate action, which devolve upon the officers, most matters not demanding immediate action are handled by the executive committee. This committee is composed of nine members, and the president, being an ex-officio member, makes the tenth. This committee is well organized, John J. O'Heron being chairman and John D. Schaffer secretary. They held twenty-six regular meetings during the year 1916, and fifteen special meetings. The average meeting lasted about 5 hours, so that 41 half days were given to the interests of the cartage contractors of Chicago by this committee, not considering the many meetings of the rank and file. In addition to the meetings referred to the members have had to attend a number of hearings before public bodies of the city, where in some cases vital rights of the cartage contractors and street users in general were at stake.

The work of Mr. Flynn of the secret service department of the exchange had attracted considerable attention from members as well as outsiders. The system which Mr. Flynn established in this work has proven a

success, and if organized gangs of street thieves ever existed they have been learning the dangers of stealing from exchange wagons. During the last year considerably over a hundred cases have been reported and worked upon; fifty-four where it was definitely known that thefts had been committed, and others where it developed upon investigation that there had been mistakes or misunderstandings.

In the 54 cases where losses by theft were absolutely established, property of the value of \$8,031.15 was lost; there were 41 arrests; \$4,037.65 worth of property recovered; 13 convictions; 19 cases now pending; 9 men in jail and 10 out on bonds. In working upon cases for members of the exchange, Mr. Flynn has often chanced upon evidence of other thefts, which have been taken up by the city authorities upon Mr. Flynn's information. The city police have responded promptly and efficiently in all cases where Mr. Flynn has applied to them, and the executive officers of the police department have shown the highest degree of courtesy and co-operated in every way possible in making the fight of the exchange upon the street stealing a successful one.

The condition of the treasury of the association shows that the members are working for the betterment of their calling in general and are each year having an increased faith in the efficiency of the association work. The exchange never owed a debt, and 90 per cent of the members have never fell behind in their dues.

The office and outside work of the association is handled by the various committees. The street conditions are looked after by the Good Roads committee; matters of a public nature by the Civic committee; the railroads by the officers of the organization. Part of the work of the treasurer is handled through the exchange office and part at the office of Mr. Counsell. The clerical work is under supervision of the organization's elected secretary, S. T. Clark, while President Finnegan finds no end to the list of different propositions coming before him for attention.—S. M. HARRIS, Manager.

### Draymen's Association of San Francisco

The drayage business in San Francisco seems from year to year for several years past to have become a more difficult problem. Matters will be running on in a fairly satisfactory way when something will develop upsetting all conditions, and necessitating extensive readjustment of affairs in order that the business may again run on normally.

Thirty days prior to January 1 of this year, our teamsters made a demand for an increase in wages of 50 cents per day. When our wage schedule at that time was generally allowed to be the highest paid anywhere to so large a number, the request for an increase was received as one that, although just enough owing to the great advance in the cost of living, would be difficult of proper adjustment. Our members who, ever since the strike of the teamsters in 1901, have gotten along with their men without any trouble whatever, wished if



possible to settle this matter amicably. Conferences were held between the committee representing our association and the local union of teamsters. These meetings at different intervals extending over a period of about one month, finally resulted in an amicable settlement. By this settlement the teamsters were granted the most important of their demands, and our members eliminated certain objectionable features of these demands. In this way a difference, that at times promised to develop into a bitter labor break, was averted.

The high cost of feed and repairs is another difficulty we have to contend with. Wagon and auto repairs, shoeing and other necessary upkeep outlays, have increased exceedingly here. This probably prevails elsewhere as well as here, but this is not the sort of consolation we are seeking in the matter. Hay at \$35 per ton and barley and oats at \$60 per ton are almost impossible. And yet these are the conditions we are trying to survive. How long they will be continued, some say, will depend upon the duration of the war. Our prayers are for early deliverance from both.

Under this pressure of heavy operating expenses our members shortly after the first of this year petitioned their customers for some increase in drayage rates. The increases asked for were carefully figured out and made as nearly as possible in harmony with the increased cost of running the business. To the credit of the liberality of our customers be it said that the increases have been generally granted.

The use of the automobile here in draying business is steadily increasing. While the use of the machine for long hauls is still the main feature of the change. There are some few draymen who are using the auto for the shorter hauls. It is still evident, however, that the days of the horse are far from being numbered.

Our association has increased its membership by several names the last few months. Many outside felt that enough good would result to them so they voluntarily became members. There can be little doubt that the acquaintanceship developed by organizations is a very substantial help to the success of the business.

Nineteen-sixteen was a fairly busy year for the draymen in our city. Thus far this year the business has been unsteady. Some are very busy at times, while others are not so fortunate. There is a growing impression however that this will be an active year in the business.—F. J. D.

#### **Saginaw Storage and Cartagemen's Association**

The Saginaw Storage and Cartagemen's Association came into being last February and was organized for the purpose of the better co-operation of the movers and storagemen of the city and the standardization of prices.

The most important thing we have accomplished so far has been to put the moving business in our city on the hourly basis and to standardize the prices for our packing and intercity movements.

Another thing our association has done for us, has been to do away with the petty jealousies and to instill a spirit of helpfulness and co-operation.

Our moving prices (\$1.50 and \$2.00) are not as high as they should be and we will, no doubt, a little later, change them to \$2.00 and \$3.00.—F. BEARINGER, Safety Storage and Cartage Co.

#### **New Association at Racine, Wis.**

Officers of the Transfer, Truck and Team Owners' Association of Kenosha, Wis., went to Racine, Wis., on May 22 and organized the Transfer, Truck and Team Owners' Association of Racine. Eleven charter members form the new Racine organization. The following temporary officers were elected: Andrew Watrous, president; W. F. Fisher, vice-president, and Rudolph Sorensen, secretary and treasurer.

#### **Spokane Warehouse and Transfer Association**

The members of the Spokane Warehouse and Transfer Association are pleased with the idea of making a brief report of what we, as an association in the Pacific northwest, are doing; first, through a desire to "do our bit" in your special issue; and second, because of our appreciation of your valued trade journal, remembering the useful information and helpful reports that we receive through your columns.

It is quite true that before our association was formed, some of its members who are now as loyal and active as any, were then scarcely more than on speaking terms with each other. In those days they had little in common, apparently regarding the other fellow only as "a competitor." As we recall some of the conditions of the past, we realize that prices then made for some of our work were not based on the actual cost of the principal items in our expenses—such as labor, horses, automobiles, vans and wagons; or the price of hay, oats, and gasoline; but rates were made rather "haphazard like," and in good part through fear (often imaginary) of a competitor, and probably with the thought that "So-and-so has or will cut the price and I must do likewise or lose the business." Surely, then, here was the time and place for a campaign of education in the cost of doing business, and a try-out of the "pull together" principle.

Today it is different. The association now covers about 80 per cent of the concerns in this industry here. We meet usually once a week for luncheon, at other times in the evening, when we take more time for discussion of matters before us, and with a growing spirit of co-operation and fair play we are proving to ourselves that it pays to "get together and talk things over." If we have done no more, we have done a big thing in promoting this "good fellowship" feeling, for we have dispelled many of the oldtime jealousies and suspicions that, one way or another, arise from keeping apart.

Some of the results of our association are:

*Moving Rates:*—Van for household goods, 2 men (driver and helper), within city limits, by the hour only, \$2.

Auto trucks, for household goods, within city limits, by the hour only, \$2 to \$3, depending upon capacity.

Pianos extra.

*Storage:*—Compartments or fireproof, about 1¼ cents per cubic foot; open storage for household goods, approximately \$3 to \$4 per van load.

Cut out all "flat rates" on household goods within the city limits; made uniform and revised from time to time a "packing list" covering furniture, crating, etc.; established cross-country or suburban moving rates, largely by auto trucks, to fifty or sixty outlying towns; have aided in city and state legislation on matters directly affecting our business; in a concerted way, changed prices from time to time to meet new conditions; exchanged valuable information—from experience—on bad accounts, road conditions, hauling problems, etc.; consulted—often by phone—over jobs or "prospects" that formerly never were mentioned, one to another.

The greatest benefit derived from our association, however, has been the education of all of the members in the matter of the costs of doing business, as all the members realize that a man who knows what it costs to do business is going to make a price accordingly.—CHARLES F. CHASE, Secretary.

### Pittsburgh Humane Society to Invoke Law Protecting Horses

With automobile owners and chauffeurs having their troubles with traffic and parking regulations galore, trouble is now promised for drivers of horse-drawn vehicles in the city. The Western Pennsylvania Humane Society has issued orders to its agents in various parts of the city to enforce the act of July 22, 1913, which has to deal with "limiting the hours of labor for the horse, or any other animal."

According to officials connected with the society, this legislation has never been enforced to any extent. It is, they say, unknown to a great majority of drivers and horse owners, but complaints recently received from different parts of the city have made the move of the society imperative.

According to the act, no horse or other animal shall be worked more than 15 hours in 24 or more than 90 hours in a week. Fines ranging from \$10 to \$50, with the alternative of spending not more than 6 months in the county jail, can be applied to all violators.

Agents of the society investigating the reports received found that the conditions complained of existed, and the action followed. Milk companies, grocers and ice cream concerns were named in the complaints, it was stated by the society.

### Advance in Prices Leads Teamsters to Raise Their Scale

On account of the advance in prices of all supplies and the increased costs of business, all teaming contractors and teamsters in Long Beach, Cal., have signed an agreement that on and after May 1 they will charge \$6 for a team by the day and \$2.70 per load of sand or gravel hauled from the Signal hill gravel pit.

"We are now getting \$2.40 per load for sand and \$5 per day for a team," said J. W. Moore, who has seventeen teams working. "Following the increase of our rates, I can pay my drivers \$3 per day, instead of \$2.50, and can pay for my hired teams \$5.50 per day, instead of \$4.75 as at present. These increases will mean a good deal to the men we employ. Prices of feed have gone up to an alarming degree. Rolled barley, for which \$32 formerly was a good price, is now \$66 per ton; oat hay \$30 and barley hay \$26 to \$28."

### Seattle Teamsters Benefit by Wage Revision

That an increase of 25 cents a day given to all drivers employed by members of the Seattle Team Owners' Association under a 3-year working agreement with Teamsters and Auto Truck Drivers' Local Union No. 174 has resulted in the granting of like increases by 95 percent of the employers not in the association was the report made at a recent weekly meeting of Local 174.

The association increase became effective April 1 and was made voluntarily to check a steady movement of teamsters into other and now better paid employments, notably in the shipbuilding trades. Besides the flat increase in the day wages an increase of 5 cents an hour was given extra men.

### Marshfield, Ore., Teamsters Want \$7.00 per Day

Flanagan & Stine of Marshfield, Ore., who have a road grading contract, are offering \$7 for teamsters. They stated it was not easy to obtain teams and therefore expected they would have to pay higher wages than have been common. One of the reasons for higher wages is the cost of feed, which runs much higher than usual, owing to the extreme prices of oats and barley.

### Carrier's Duty as Warehouseman

The Court of Appeals of West Virginia says that even though a consignee of goods does not call for them within such time after arrival as will prevent expiration of the carrier's liability therefor as carrier, the latter is bound to hold them at the place of destination, as a warehouseman, for a reasonable time; and its unauthorized reshipment thereof from such place is wrongful and imposes absolute liability for their loss in the unauthorized transit and custody.—Belknap vs. Baltimore & O. R. Co., 91 S. E. Rep. 656.



# Bekins Loses Storage Suit

In the District Court of Appeals, Second Appellate District, State of California. Civil No. 1820. Filed May 12, 1917.

J. A. Beall, plaintiff and respondent, vs. Bekins Van and Storage Co., a corporation, defendant-appellant.

Appeal from the Superior Court of the County of Los Angeles: George H. Cabaniss, Judge presiding.

For appellant: R. T. Lightfoot.

For respondent: James W. Bell.

This is an appeal from the judgment and from an order denying a motion for a new trial.

Appellant and respondent entered into a contract pursuant to which the latter delivered to the former, in two separate lots, certain goods and household effects, all of which were to have been shipped at the same time, to Lillis, California. On the day that the Van & Storage Co. received the second lot of goods it did not deliver them, together with the first lot, to the Southern Pacific Company, as Beall claims it was its duty to do, but stored them in its warehouse for safe keeping overnight. The warehouse was destroyed by fire before the next morning and Beall's property with it. This action was brought to recover the value of the articles, and judgment went for Beall.

## GENERAL ASSAULT UPON FINDINGS

Under certain very general specifications of particulars to the sufficiency of which respondent objects, appellant claims that the findings are not supported by the evidence. No one finding is pointed out as lacking such support, but the assault is upon them in general. There are twenty-eight findings and but four specifications of particulars. The language of each of the latter it is most difficult to apply to any finding or findings. Notwithstanding such a situation, we have endeavored so to construe the specifications as to give appellant a hearing on the merits, in accordance with the more recent rulings on the subject of the sufficiency of specifications of particulars. (*American Type Founders Co. vs. Packer*, 130 Cal. 459; *McEwen vs. Occidental Life Ins. Co.*, 172 Cal. 6; *Pac. Gas & Elec. Co. vs. Rollins*, 24 Cal. App. Dec. 301, decided Feb. 10, 1917.)

Whatever may be said of the specifications of particulars, the argument of appellant is directed at two of the findings, not by number, but in effect. The propriety of these, under the evidence, may be considered together. They are, collectively, to the effect that appellant contracted with respondent to pack the goods in such conditions as they were required to be put in for shipment and that respondent relied upon appellant so to do. Beall was the only witness who testified to the terms of the contract, which was made over the telephone by him and

one of the company's representatives. Beall says, in part: "He suggested that the goods ought to be crated. I told him I supposed they ought, but I would leave it to him. He said they would send out that day and get the goods to be crated, . . . which they afterwards did." And again, "that day they came out and got the articles that they decided needed crating." This was on Thursday and Beall was to have the remainder, or second lot, of goods ready for a trip of appellant's vans on Monday, the day the shipment was to be made; but, according to the effect of Beall's testimony, those were the articles, only, which appellant had decided need not be crated, although Beall does use the word "pack" as describing what he was to do with them. The two findings are supported by the evidence.

## DEPOSIT IN WAREHOUSE WAS CUSTOMER'S FAULT

The trial court found that "the defendant expressly agreed and undertook to have the goods in transit, and to deliver them to the connecting carrier on Monday, October 9, 1911." This particular finding is not attacked, but the contention is made that delivery to the railway on Monday was excused and a deposit of the goods in the warehouse that night was necessitated by the fault of Beall. This particular question relates to what we have called the second lot of goods. They were delivered at appellant's warehouse by its vans between 2:30 and 3 in the afternoon of Monday. The evidence shows that the Southern Pacific Company does not receive freight at its Los Angeles station after 4:35 each day. When the second lot of goods reached the warehouse it transpired that there were two uncrated trunks in the load and the evidence shows that the railway does not receive trunks for shipment as freight unless they are crated. Appellant proceeded to crate the trunks in question and its witnesses testified that the delay incident to the work prevented the delivery of the shipment at the railway station before the freight depot was closed for the day. All of Beall's goods were then deposited in appellant's warehouse for the night. The appellant contends that the trunks should have been delivered to it by Beall already crated, that he was therefore responsible for the delay and caused the detention at the warehouse. The answer to this position is that the trial court properly found that appellant had agreed to pack the goods for shipment. When the vans took from Beall on Thursday such of the articles as, to quote him again, "they decided needed crating," they should have taken the trunks with the other articles selected by them.

Because of the delay occasioned by the preparation of the trunks for shipment and the consequent detention at the warehouse, and as it was stipulated at the trial that the fire at the warehouse was not caused through



negligence, appellant asserts that the question of its liability should be measured by the law affecting warehousemen instead of carriers and many authorities are cited to propositions distinguishing the two. We need not enter into a discussion of the merits of this contention. It has no application to the actual case. Enough has been said to show that appellant contracted to specially prepare for shipment such portion of Beall's goods as needed such preparation and to deliver the entire lot of goods to the railway on Monday. Whether it acted as a warehouse keeper or as a carrier, it did not comply with its agreement and its failure to comply was the proximate cause of the damage to respondent.

The judgment and order are affirmed.

Works, J., pro tem.

We concur: Conrey, P. J. James, J.

### Warehouses Have Many New Uses

Below is given part of an address made by John Van Doren, manager Newark Warehouse Co., and our first vice-president, before a gathering of Newark men some time ago:

When Noah built the ark, I think I might say he built the first warehouse. That Noah was a warehouseman of no mean ability is shown by the fact that he knew how to store his goods!

I am not informed what kind of receipt he issued.

The foregoing statement would indicate that the storing of goods is an old occupation. But on the contrary, I believe it is a comparatively new one, and that its place in the modern business world is not fully appreciated by those to whom it was primarily intended to give assistance. Why this condition exists I can only answer by stating that many large concerns, yes, even small concerns, have been transacting their business in the same manner for many years and do not care to make a change in their business methods.

#### CHANGES IN POLICY MAY BE NEEDED

While not presuming to dictate how individuals or business concerns shall conduct their affairs, I must say that a change of policy is often wise. "Keep up with the present, put off the past," is a good maxim to follow. Increase of business calls for new methods of handling.

The fundamental principle of a warehouseman should be to assist the merchant. The merchant may order a carload of goods for which he has not ready market. What is the old method? The merchant sends a truck to unload his car, and drays the entire shipment to his store or place of business, crowding himself for room that should be utilized for goods that have a spot market. I might add here that no one who maintains a sales-room in which merchandise is stored has more room than he requires; and also, the railroads' car service collec-

tions each month would indicate the inability of the merchant to care at all times for his goods.

Now, by the new method, when the car arrived with no ready market for the goods, the merchant orders the car into store. It is unloaded and its contents stored away until such time as market conditions prove more favorable. The merchant is not going to crowd himself. Again, he is in need of ready cash. He requests a warehouse receipt and goes to his bank and negotiates a loan. The bank will advance 80 per cent of the invoice value. Thus, you see, by means of modern business methods it is not necessary to tie up any great amount of money when merchandise is stored. Then, market conditions may be such that it would be to the advantage of the merchant to purchase several cars and hold on storage until such time as conditions improve, and when the above-mentioned methods of negotiating warehouse receipts are made use of I cannot see where any great amount of capital is needed.

Now as to the services the warehouseman performs for the merchants. His function is that of receiving clerk, delivery clerk, bookkeeper, checker, etc., and he is absolutely responsible for the goods held in his custody (a feature all merchants will appreciate). He is also sponsor for their safe delivery from his custody.—*The Tariff*, Traffic Club of Newark, N. J.

### Must a Warehouse Determine a Customer's Sanity?

When you sell goods for charges it would seem that you must be sure whether the highest bidder is sane or insane. Then if you throw out the non-competent bidder your delinquent customer can get back at you for converting his goods by your having refused the highest bid. Reflections on a recent case where we were beaten in the New York Supreme Court. A large lot of goods was sold for charges to a man who is now claimed to be non-competent and we were asked to pay back the money he paid out at the sale.—*Bowling Green Bulletin*.

### Uniform Warehouse Receipts Act

The *Bulletin* is advised by General Counsel that the Uniform Warehouse Receipts Act has been adopted and become the law of the states of West Virginia, Wyoming, Montana, Delaware, and North Carolina. Mr. Mohun adds that it may be that success will attend the efforts in other states before the final adjournment of the Legislatures and calls attention to the fact that the association has now been instrumental in placing this act on the statute books of more than two-thirds of the states of the Union. (Later advice adds North Dakota.)—*Bulletin*, American Warehousemen's Association.

# Regulating the Speed of Motor Vehicles

All who have studied the use and operation of various kinds of motor trucks realize that some automatic means for regulating the speed is an absolute necessity. This necessity is becoming more imperative every day. Because of traffic dangers in the streets, the public is demanding that all machines be so limited as to speed, that they are at all times under positive and absolute control.

There is the problem of excessive upkeep cost, which varies in direct proportion to the care exercised by the driver. Excessive speeds are disastrous to all classes of motor trucks, either loaded or empty. When loaded, driving at unreasonable speeds develops strains and torques that damage bearings and loosen frame members. Driving a vehicle fast when empty is equally as damaging. The average truck springs, unless loaded, will not absorb the road shocks, because they are not sufficiently resilient. They are really destructive, under high speeds, because they communicate every shock and vibration with full force to the entire mechanism. Since drivers cannot be depended upon to so drive trucks as to minimize the road shocks, the only protection the owner can secure is to limit the speed by means of a governor.

Good engineering and economical reasons dictate that the truck motor be operated at as near a constant speed as possible. That is, no matter what ratio of the transmission gear set is in use, the motor should turn at approximately the same number of revolutions. Following this practice, the speed of the vehicle should vary precisely with the ratios of the gearset. The average driver will drive in high gear until he is forced to use the intermediate gear, and will then accelerate the motor much faster than is necessary to climb a grade or pull through mud or sand. If traction in any way fails and the low gear ratio is used, the engine is worked still harder to drive the car as fast as possible.

## ENGINE IS USUALLY RACED

Each change of driving shaft speed, which is made through shifting gears, means greater leverage, or the slower application of power. But instead of maintaining the engine at a standard number of revolutions, it is usually raced, which means an unnecessary consumption of fuel and lubricant, excessive wear on all bearings through greater stresses, a tremendous amount of vibration, the most destructive factor in mechanics, and still no useful purpose is served.

A thoroughly reliable governor not only increases the life of operation of the motor, but certainly protects the power transmission units also—particularly the transmission gears, bearings and rear axle. Bearing strains due to extremely high crankshaft speeds are entirely eliminated, the life of connecting rod bearings and that of piston pins is greatly benefited by the application of a

high grade speed governor. It prevents the one great abuse which is incident to the handling of motor trucks by the average driver.

Governors are coming rapidly into favor with truck manufacturers, notwithstanding the fact that they are striving in every way possible to reduce cost of production. But these manufacturers realize that tomorrow's sales depend upon today's performances, and are loath to leave their truck's good name to the mercy of careless and reckless drivers.

The principle of governing applied to steam engines has been developed in the devices perfected by the Pierce Governor Co. of Anderson, Indiana, in that the fuel supply is regulated when a maximum number of revolutions is made by the motor or when a predetermined vehicle speed has been reached, depending upon the method of installation. It supplies just the right amount of vapor, permitting the driver to get the maximum power at all speeds up to the danger point, and shuts off the gas automatically when that point has been reached.

## OWNER MAY REGULATE SPEED

The speed of the truck may be easily regulated to suit the requirements of any owner, by merely turning an adjusting screw. No amount of tinkering or maneuvering on the part of the driver will enable him to get a higher speed from the vehicle than that for which the governor is set; unless he actually breaks the seal to change the adjustment.

The governor proper is mounted between the carburetor and the intake manifold, and connected by means of a flexible shaft to the driving agent. Should it be desirable to govern the motor speed, the shaft is connected to some rotating part of the motor, such as pump shaft or magneto shaft. When the vehicle speed only is to be regulated, leaving the motor entirely free, the shaft is connected to a gear attached to either the transmission gearset or a front wheel.

The butterfly valve, which normally is in a position that does not obstruct the flow of gas, is closed so as to reduce the valve port area just as soon as the motor or vehicle reaches the predetermined speed. The valve is actuated by what is known as the fly-ball principle. On the governor shaft are two weights which are so pivoted that as the velocity of the shaft increases the weights are swung outward, forcing a plunger forward, which in turn closes the butterfly valve. The plunger is forced against a spring calibrated to a standard pressure, so that as the speed is lessened, the weights return to normal position again, and the valve is opened so that the passage of the gas is not restricted in the least.

Any governor that is to give satisfactory service must be built strong enough to withstand more than ordinary use and abuse, and must not weaken or wear at any



point. From the fact that the only rotating part of the Pierce governor, which is the spider that carries the two weights, runs on ball bearings in an oil bath, it is very evident that there can be but little wear.

In the earlier models of this governor, the butterfly valve was actuated by means of a rack and pinion, but in some instances this did not prove entirely satisfactory, owing to the fact that the gear teeth had a tendency to wear and the resulting looseness of parts caused the valve to flutter. In the present Pierce governor, the push rod operates the valve by means of a bell crank.

Naturally in introducing an accessory of this nature, it required 1 or 2 years to get it entirely out of the experimental stage, and the present Pierce governor scarcely resembles the earlier models. Many refinements have been made, both in construction and methods of installation. Fewer and heavier parts are now used, and the manner of adjusting the speed has been greatly simplified.

#### PRESENT GOVERNOR AN IMPROVED TYPE

On the former models of these governors, both the valve box and governor case were of cast aluminum. Unfortunately this did not prove entirely satisfactory, as some trouble was experienced on account of the aluminum becoming crystallized by the vibration of the motor, and finally breaking. To overcome this the manufacturers substituted a case of stamped steel, which covers the neck of the valve box and entirely eliminates any possibility of breaking, it is said.

So hearty was the reception given the improved type of Pierce governor by truck and tractor manufacturers, that the weekly production has increased steadily until it now hovers very close to the 1,000 mark. The company's sales manager states that on account of the rapidly increasing production of the manufacturers who are already using the Pierce governor as standard equipment, and the large number of other concerns who are considering its adoption, the weekly production of governors will, without doubt, be doubled within the next 6 months.

#### Goods Stolen by Carrier's Employees

A carrier published two rates for the transportation of tin, the lesser one being based on a released valuation. A shipper, knowing of the two rates, paid the lesser and accepted a bill of lading with the usual condition, whether or not the loss occurred from negligence. The servants of the carrier stole some of the tin while in transit. The Circuit Court of Appeals, Sixth Circuit, holds that as the servants were not acting for the benefit of the carrier, so as to enable it to confiscate the tin, the carrier was liable only for the released valuation.—*Moore vs. Duncan*, 237 Fed. 780.

#### Delegation Urges New Jersey Governor to Name Tunnel Commission

Prospects of a vehicular traffic tunnel between Jersey City and New York are very much brighter as the result of the action of the Essex County Board of Freeholders in appropriating \$10,000 toward the establishment and maintenance of a permanent New Jersey Bridge and Tunnel Commission to act in conjunction with a similar commission in New York State. It is proposed to build the tunnel between Twelfth street, this city, and Canal street, Manhattan.

Essex county is the third New Jersey county to make such an appropriation, and Governor Edge can now proceed with the appointment of commissioners. Hudson and Bergen county Freeholders made appropriations for a tunnel commission some months ago, but the Essex county board had delayed action. Under the Bridge and Tunnel Act it was necessary for three counties to join hands before the Governor could appoint a permanent state commission.

The next move will devolve on Governor Edge of New Jersey, who under the act of 1915 will now be at liberty to name a commission to supervise the construction of the proposed vehicular tunnel and perhaps later arrange for a bridge across the Hudson.

It is quite probable that Willard H. Noyes of Tenafly, who has been very active in the old Bridge and Tunnel Commission, will be appointed a member of the new commission which will have power really to do something. The Hudson members of the old commission are De Witt Van Buskirk of Bayonne, and Gen. J. Hollis Wells of Jersey City. Perhaps one or both may go on the new commission. The New Jersey commission will act jointly with a New York commission to be named by Governor Whitman.

Nearly a year ago the Hudson County Team Owners' Association, pioneers in the agitation for a vehicular tunnel, held a public hearing in the Board of Trade rooms at Newark. As a result an Essex County Bridge and Tunnel Committee was formed with T. A. Adams of the Union Terminal Storage Co. of this city, chairman. Mr. Adams has been endeavoring ever since to induce the Essex Freeholders to make the necessary appropriation.

After Governor Edge was elected last fall, Mr. Adams, in company with a delegation from the Hudson County Team Owners' Association, visited Trenton and urged the Governor to use his influence with the heads of the Essex County Republican County Committee to speed up action in the Essex County Board of Freeholders.

As a result the Essex county board last winter passed a resolution approving the Bridge and Tunnel Act, but owing to the fact that no provision had been made in the 1916-17 budget for a tunnel appropriation the Freeholders were unable to appropriate funds until after the new budget was drawn up at the first meeting in May.

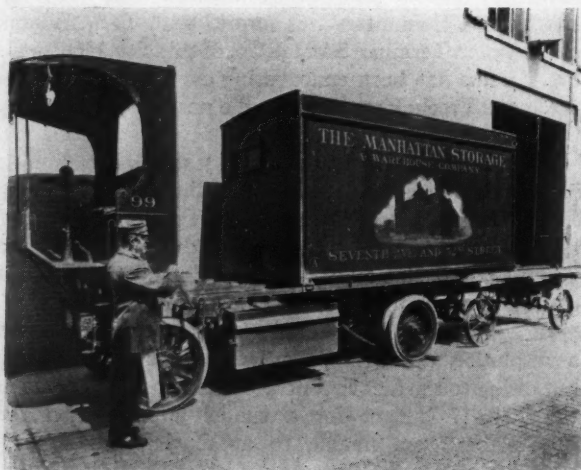




G. V. Electric of Manhattan Company, Showing Crank by which Body May be Removed

### Two Bodies with One Chassis

A novel type of removal van body is being used by the Manhattan Storage and Warehouse Co., New York City, on a three-ton General Vehicle electric truck. Two bodies and two four-wheeled, wide-tired trailers, which are practically hand trucks, form the equipment. An empty trailer or hand truck is put in place in back of the vehicle from which the body is to be removed. Then, by means of a crank, the driver or helper removes the body, which automatically slides onto coinciding points on the trailer. With the body upon it, the trailer can be pulled to any desired position by hand. A chain runs along the chassis of the truck, and this carries the body to and from the chassis. As the chain does not run the full length, a V-shaped iron is placed on the front of the body to be dropped into position on a hook in the chain,



Body of Truck Partially Shifted to Four-wheeled Carrier

and is thus carried to the end of the chassis frame and pushed off to the trailer.

The principal reason for the adoption of this interchangeable body idea by the Manhattan company is that the Manhattan company takes its vans to the floor on which goods are to be loaded or unloaded, and some method of avoiding the tying up of the trucks was desired. By using this idea, with two of these trailers or hand trucks, a loaded body may be removed from a chassis and taken to its proper unloading position in the warehouse. An empty body may then be brought to the truck on the second trailer, put on the chassis in a few minutes and the truck goes out for another load.

Aside from this feature this system of keeping a truck busy has other advantages. It is true that it cannot be used on outside work as the trailer is not manufactured to be towed behind a moving vehicle, but its other advantages are more readily apparent when the system is actually put in use. Of course the system need not be confined to the strictly moving business. Those firms in the transfer and storage business who need moving-van equipment only occasionally, and at other times wish to use their trucks in general hauling work and want strictly commercial bodies, will find this system of great benefit.

Some of the Cleveland cartage companies have adopted a system of interchangeable bodies by which a van body is removed from a chassis by a sling and is swung to the ceiling, while the truck is transformed into a stake and platform type or some other type. However, this necessitates a hoist in the garage, and requires considerable time to make the change. Furthermore, it is not particularly good for the body to be suspended from the ceiling. By using the system which the Manhattan Storage and Warehouse Co. has installed it is necessary to have only one of the hand truck trailers when the change is a simple one like that of from van to stake and platform body. The van body is then left standing on the floor, and the change requires but a few minutes. Particulars regarding this interchangeable body feature may be obtained from the General Vehicle Co., Long Island City, N. Y.

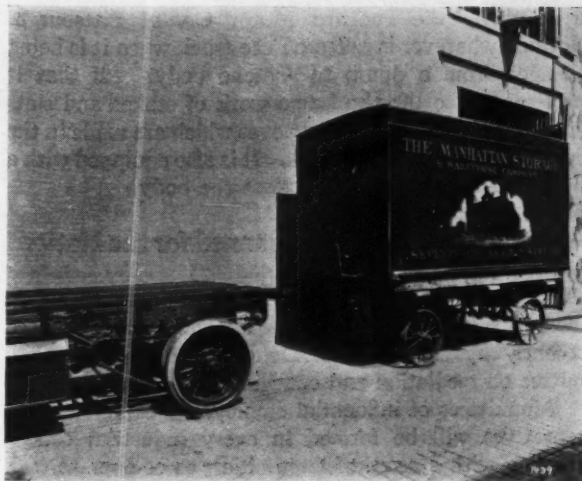
### The Building Outlook

A large part of the present hesitation in launching new building projects is caused by the soaring prices of materials which are discussed more in detail elsewhere in this issue of the *American Contractor*. This is particularly true of building contemplated by endowed organizations and all kinds of funded construction. This distaste for present prices and uncertainty as to the trend is also responsible for the postponement of much work that is really urgent. What can be said to those who take this attitude? What is the probable trend of prices? How will our entrance into the war affect prices? These are questions which are vexing prospective builders all over the country and are the influences now helping to shake the building outlook.

There are various factors contributing to present high material costs. Few people realize the influence which our large supply of money had in keeping prices high. It is an established economic fact that no country can accumulate the tremendous money supply that we have accumulated and not feel its influence for higher prices. Our volume of trade has increased, to be sure, but it has not kept pace with money. Since 1914 our money in circulation has increased 30 per cent, which is more than the increase during the 12 years preceding.

Again, the demand for all kinds of materials has been tremendous during the last year. The country is now at the top of a gigantic wave of prosperity. Prices have responded as they always respond to business expansion. Plants have been extended, new factories, residences, warehouses have been built in great numbers. The demand for building materials has been enormous and prices have risen in accordance.

The entrance of this country into the war has temporarily disturbed business confidence and caused timidity. This is to be expected during the period of readjustment to war conditions. After that is over, general business will resume the same general trend as previously. Prices will continue high, in all probability, as long as the war lasts. How long that will be cannot of course be known. Our Government is laying its plans for a long war; we cannot afford to do otherwise. The only conservative policy for owners is to assume that the struggle may be prolonged. This implies that the present volume of currency may be sustained and that prices will not recede to permanently lower levels. It must be remembered that the full power of the Federal Reserve system has yet to be displayed. Here is a source of credit that enormously multiplies the efficiency of existing funds. Increased credit has the same effect as actual currency in maintaining prices. All things considered, the owner who intends to build within a reasonable time, can find good reasons for building now. The building outlook has many factors indicative of rising costs, and no assurance that money can be saved by further postponement.—*The American Contractor* for May.



Removal of Van Body Completed

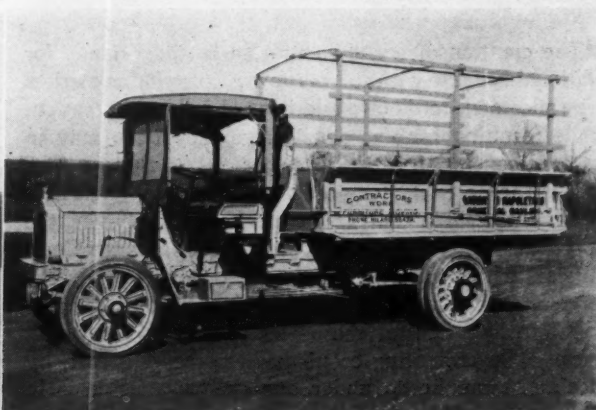
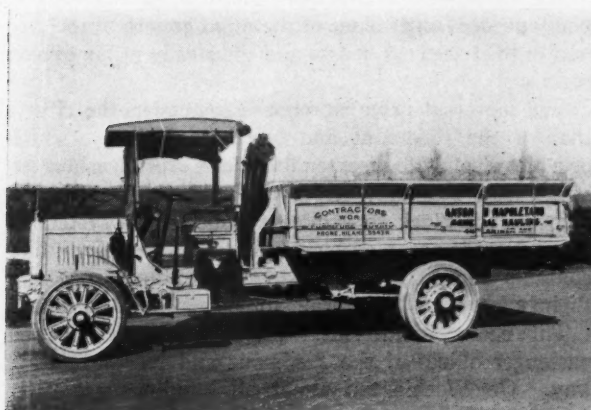
### Actual Receipt of Goods Necessary

According to an Arkansas decision there can be no contract to carry and deliver goods unless they have been actually received, and carrier's agent has no authority to issue bill of lading without actual receipt of goods, and cannot bind carrier, even as to innocent holder of bill of lading.—*Prescott & N. W. R. Co. vs. Davis*, 191 S. W. 210.

### Combination Dump and Stake Body

With the aid of a specially constructed combination dump and stake body, Antonio Napeltano, of Pittsburgh, is able to deliver a variety of commodities. Not only can this truck be used for hauling coal, coke, sand, gravel, feed, etc., but it readily can be converted into a stake body, for the hauling of furniture, freight, plumbers' supplies and other bulky articles.

It is mounted on a Model "E" Packard chassis of three and a half tons capacity. The body was con-



Packard Truck with Two Types of Bodies on One Chassis



structed by the Packard Motor Co. of Pittsburgh. Nothing whatever is taken off the truck when it is being changed from a dump to a stake body. All that is necessary is to lift the frame work of stakes and slats up and let it slide into the grooves which are made in the flare-board of the dump truck. It is also equipped with a tarpaulin which entirely encloses the body.

### Anti-Strike Machinery Planned for the Nation

Plans for creating nation-wide machinery to aid in mediating labor disputes during the war were announced recently by the National Defense Council's sub-committee on mediation and conciliation.

Committees of influential employers and labor representatives will be formed in every industrial center, starting with a score of large cities, to co-operate with Federal or State mediators, particularly by influencing employers and union leaders to submit to arbitration.

The cities in which these committees probably will be formed first are New York, Chicago, Boston, Pittsburgh, Baltimore, St. Louis, New Haven or Bridgeport, Cleveland, Indianapolis, San Francisco, Philadelphia, Detroit, Portland or Seattle, Salt Lake City, Kansas City, Louisville, Denver, St. Paul, Minneapolis, New Orleans, Atlanta and Birmingham.

The committees will be named by the sub-committee on mediation, of which V. Everit Macy of New York is chairman, and ratified by Samuel Gompers, chairman of the Defense Council's labor committee. They will have no Government authority, but leaders of the Defense Council's movement feel confident that the personal influence of the local committees will guarantee mediation in most cases. The sub-committee on mediation already has members in the twenty-two cities named, and these probably will form the nucleus for local committees in each place.

All committees will be responsible through the Defense Council organization to Secretary of Labor Wilson, who will direct the work of Federal mediation.

### What May Evolve from Necessity

The creation of a sub-committee in the Council for National Defense with full authority, in so far as carriers are concerned, to dictate and control railway operation, while resulting from national emergency now, may in its final conclusion establish either of two things: The first is the necessity for greater combination of carriers under enforceable contracts with each other, having the approval beforehand of the Interstate Commerce Commission, which will bring about greater efficiency in the service given, reduce surplus service, and permit a distribution of traffic for the better maintenance of weak lines; while promoting economy in per capita cost, by placing "more heads under one shelter." This is in effect pooling of interests under Government regulation, and in so long as there is no more secrecy in rates, and

discrimination can be thwarted, the bad odor of the word "pooling," as formerly understood, has been reduced to a more endurable fragrance.

The other proposition which may be in the evolution is to admit regulation a failure, to accept Government ownership and operation as a new effort to give transportation its proper status, to face the political giant which will be thus established, and to prepare ourselves for whatever the cost may be; and to anticipate such routine service as may come with taking a great business out of private hands and putting it in charge of those whose interest is mechanical rather than personal. When we nullify private ambition we must accept restricted improvement and expansion, and assume greater cost in conducting what we have in the way of service.—W. B. BARR.

### Vast Space Used for Warehousing

In the matter of warehousing facilities Greenville, S. C., is well able to take care of the jobbers and dealers who make this a distributing point for the Piedmont section. Greenville is quite a distributing center from the fact that not only grocers, but hardware, packing goods houses, mill supplies and the like, are distributed from this city. The lines of commerce handled by local wholesalers in the past few years shows most conclusively that the day is fast approaching, in fact, might be said to have arrived, when southern merchants will no longer consider it necessary to order from the large cities of the North, but can be supplied right in the South, getting the same quality of goods and saving a large percentage on freight charges. Greenville wholesalers have realized this and are endeavoring to supply every need of the retailer in the Piedmont section of the Carolina and Georgia.

Over 500,000 square feet of floor space is now occupied by local concerns of various kinds, as is shown by an inventory of the warehousing facilities of the city. The canvass of the various warehouses also revealed the fact that there is not a single compartment vacant in any of the warehouses in Greenville and that storage room is badly needed, on account of the rapid growth of the city within the past year or two and the steady influx of new concerns.

The most extensive warehouse system in the city is that of the Piedmont and Northern Railway, which occupies a solid block, extending along West Washington street from Academy street to Piedmont avenue, and through the block to McBee avenue. This system of warehouses is occupied by seventeen different firms and contains about 241,000 square feet of floor space, or slightly less than half of the storage space in the city.

This chain of warehouses also houses the freight and passenger offices of the Piedmont and Northern Railway. On Washington street all buildings are three stories, exclusive of the basement, while on Piedmont avenue the height is two stories.



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## Team Maintenance at \$8 per Day

Editor, *TRANSFER and STORAGE*:—It is interesting as well as instructive to note by many items recently appearing in your publication the tendency of men in our business to get down to costs and make rates commensurate with the constantly growing expense of the business. It is also distracting to notice the wide difference of opinion as to the cost of maintenance and what constitutes a fair charge for the service we render. In an endeavor to arrive at something accurate in this connection a few of us in Utica got together recently and below we give you our dope:

A team of horses costs \$600, a double truck \$300, a double harness \$75, a sleigh \$150. Other equipment such as vans, heavy flat wagons, etc., that are used only occasionally, together with blankets, canvases, covers, tools, extra parts, etc., brings the average cost of a team and outfit ready for work up to at least \$1,200.

### COST TO OPERATE

Interest on \$1,200 at 6 per cent. ....	\$72.00
Depreciation and repairs, 25 per cent. ....	300.00
(Intended to cover: loss of horses by death, all repairs and replacement of equipment and general depreciations.)	
Barn rent. ....	75.00
(10 per cent on value of brick barn and sheds here housing 60 horses and equipment for same and valued at \$20,000, light, heat and water added.)	
Fire insurance. ....	8.40
Public liability. ....	7.50
Compensation \$832 at \$2.75. ....	22.88
Barn men. ....	60.00
(One night man, one day man and additional help occasionally; 30 teams cared for.)	
Shoeing 15 times yearly at 62½ cents per shoe. .	75.00
Veterinarian (estimates from past experiences). .	18.00
Bedding. ....	25.00
Oats, 36 qts. daily, at 86 cents bu., 365 days. .	353.14
Hay, 60 lbs. daily, at \$15.00 ton, 365 days. ....	164.25
Driver, at \$16 weekly. ....	832.00
	<hr/>
	\$2,013.17

With the elimination of Sundays and holidays we have approximately 300 working days a year. The daily cost of maintenance, therefore, is \$6.71 per team per working day. Office expense, supervision, collections, etc., will make \$1 per day more. Add to this the loss of time by reason of horses being laid up, lack of drivers, lack of business, dull days, Saturday half holidays, loss and damage to merchandise and household

goods, etc., and our cost is increased to at least \$8 per day. We are now getting in Utica \$1 per hour for odd hours and 90 cents per hour for full days. In other lines a charge of from 75 cents to \$1 per hour is made for a mechanic of any kind with a few tools. Why should we do work for less when we furnish, besides the man, an equipment worth more than \$1,000 and assume all the risks incident to carrying on business as a common carrier? There never was a time when it was more important to know your costs than the present nor a time when it was easier to pass the increased cost along.—C. A. MCKERNAN, Utica Carting Co., Utica, N. Y.

## Effect of Trailer Upon Truck Speed

Editor, *TRANSFER and STORAGE*:—I was much interested in the article "Trailers and Semi-trailers, their Uses and Advantages" in the May issue. There is one point, however, upon which I am not quite clear. When a trailer is added to a truck is the speed of the vehicle materially affected?—H. L. TRACY, New York, N. Y.

The effect of the addition of a trailer upon the speed of a vehicle depends upon the road conditions to a great extent. In some cases the use of a trailer may cut the truck speed almost 50 per cent, and in other cases the effect is hardly noticeable. This consideration is only of a minor nature in most cases, however, as the results gained through the use of a trailer will far outweigh a slight loss in traveling speed, should such a loss actually occur. One trailer user informed us that he had never noticed that the speed of his vehicles was at all affected by the use of trailers. In city work with a gasoline truck, which the trailer alone makes possible, speed is not the important phase of the work, but load-carrying capacity. It is only on fairly long runs that the speed of the truck is of great value.—H. T. L.

## Wants Warehouse With Water Connection

Editor, *TRANSFER and STORAGE*.—Can you tell us of some warehouse in Augusta, Ga., which has water connection on the Savannah River and also direct rail connection? We have the 1917 edition of *The Transfer and Storage Directory* but there are no reports from Augusta firms published therein.—American Sugar Refining Co., New York, N. Y.

There are no warehouses in Augusta that have direct water connection on the Savannah River. However, with a transfer charge of \$3 per car, the Hollingsworth Warehouse Co. plant can be reached from the river terminals. The Hollingsworth Warehouse Co. is located on the Augusta Terminal Railroad. The reason there

were no reports of Augusta warehouses published in the 1917 edition of The Transfer and Storage Directory is because the warehousemen of Augusta evidently did not realize the value to them of being more than merely listed in The Directory. The 1918 edition of The Directory, which will be out in September, 1917, will be much more complete.—H. T. L.

### Wants Route to Roselle Park, N. J.

Editor, TRANSFER and STORAGE:—We expect to move some goods from Providence, R. I., to Roselle Park, N. J., some time this month, and will appreciate it very much if you will kindly inform us what would be the best and at the same time the most direct route from New York to Roselle Park.—Cady Moving and Storage Co., Providence, R. I.

The best route from New York to Roselle Park, N. J., is as follows: Starting at New York, take the Pennsylvania Railroad ferries to Jersey City and find connection with the Plank Road across the New Jersey Meadows. Follow the Plank Road to Newark, N. J. Upon arrival in Newark inquire for directions to Frelinghuysen avenue, which leads direct into Elizabeth, N. J. In front of the postoffice in Elizabeth, turn to the right onto the new State road which leads direct to Roselle Park. Roselle Park is from four to five miles from Elizabeth.

It is said that the Plank Road is in rather poor shape, but this is the most direct route across the Jersey Meadows. The road from Elizabeth to Roselle Park is in fine shape.—H. T. L.

### Did President's Proclamation Settle Strike?

Editor, TRANSFER and STORAGE:—Telegraphic news from New York City, under date of Saturday, May 19, published in our daily papers, announced settlement of a teamsters' strike at the Pennsylvania Terminals in New York City, through the intervention of the United States Government, on complaint of the Produce Exchange. Not having any further advice on the subject, I would appreciate greatly your courtesy in advising me of the details of this controversy.—J. T. McCarthy, St. Louis Transfer Co., St. Louis, Mo.

The strike in question was only temporarily settled through the threat of the Produce Exchange to call in the Federal Government. The teamsters who struck were carting foodstuffs from the Pennsylvania terminals, and the particular part of the address of President Wilson having to do with the tying up of foodstuffs was read to them, with the implied threat that if they did not return to work the Government would be called in. The men returned to work but went out again the following day and were out for several days after that.

Labor in the business of transportation should not strike during the war, following out the promises of the central unions at Indianapolis to refrain from labor

troubles during the present emergency. As we advised in the May issue of TRANSFER and STORAGE, employers and employees should get together at this time and agree to suspend their differences during the present crisis. The laboring men should be granted increased wages unless they have recently received one, and should then sign an agreement that they will not strike or by means of force attempt to gain further increased wages during the present emergency unless conditions altogether unforeseen in the cost of living arise.

Labor boards which are to mediate between employers and employees are being established all over the country, and in addition the employer may appeal to the head of all the unions at Indianapolis or report any serious disturbances to the Council for National Defense at Washington.—H. T. L.

### Wanted to Help But Law Prevented

Editor, TRANSFER and STORAGE:—We enclose clipping from our leading daily here, the St. Paul Dispatch, which may be of interest:

#### WAIVES STORAGE CHARGE IN IRRIGATED DISTRICTS

Las Cruces, N. M., May 15.—To encourage the planting of war crops, the United States Reclamation service has waived the water storage charge of 50 cents an acre in irrigated lands for the duration of the war. The water users' associations have also asked the Government to waive other fixed charges until after the war.

Our company desiring to do our bit toward the war, prepared announcements and a new tariff (to file with our State Commission under which all Minnesota warehouses are now working) announcing half regular storage rate on all lots of household goods received during the duration of the war where the owner joins the National forces either for land or sea, but on submitting the proposal to the State Commission they said that we could not do this since the warehouse law of our state makes it very clear that rates must be alike to all customers.

We proposed this move, the same as was made by several of the Canadian furniture storage houses when the war first broke out, but find that the law, in an instance of this sort, works as severely against this portion of the public as it may against the warehouseman himself if he should attempt to break over some of its other features.—C. C. STETSON, President Fidelity Storage and Transfer Co., St. Paul, Minn.

### Paying Drivers on Basis of Work Performed

Editor, TRANSFER and STORAGE:—We write to ask if you have any information at hand which will assist us in solving our problem of securing increased efficiency from teamsters engaged by us in the transfer



of miscellaneous freight shipments from freight terminals to consignees, in less than carload lots.

The following ideas have suggested themselves to us and in part have been tried and found unsuccessful:

1. Bonus to drivers—so much for each delivery.
2. Bonus to drivers—so much per load.
3. Bonus to drivers, on basis of pay, by percentage of revenue turned in.
4. Bonus to drivers on basis of tonnage handled.

#### DIFFERENCES IN CLASSES OF GOODS HANDLED

Our efforts, as you will see, is to arrive at an equitable plan to pay the teamster for work done, instead of paying him a straight salary, which is our method at present and which leads to carelessness, loss of time, inefficiency, etc. The conditions which face us are these—the same, we presume, as exist in other cities:

The class of freight varies very widely—from a small package to several wagon-loads of furniture, merchandise, etc. The territory over which such deliveries are to be made is extensive. The difficulties involved in adopting any one of the above systems is as follows:

1. A driver may work all day on freight, each load of which may constitute one delivery, or the same driver—the following day—may work on freight, each load of which would have from ten to fifteen deliveries. The basis of pay, therefore, would not be equitable.

2. This, also, would not be equitable, for the same reason as given in No. 1, as, naturally, it takes a man very much longer to deliver a miscellaneous load, making a number of stops, than it takes to deliver a full load to one point.

3. As we have the city divided into zones, with different rates applying in each zone, this might appear to be a solution, were it not for the fact that items incidental to this class of business arise, from time to time, to affect it, e. g., a driver who is not efficient in making miscellaneous deliveries, or, in other words, delivering mixed loads, should not receive the same wages as one who is capable of doing this class of work, but at the same time, he may be able to secure a higher wage on the basis of percentage of revenue than the man who does the higher class of work. This, of course, would not be proper.

#### DIFFICULTIES WITH LARGE, BULKY GOODS

4. This does not work out for the reason that large, bulky goods, which take up a great deal of room but have no appreciable weight, are just as much trouble to handle as the heavier goods which have the weight, and consequently, the man who handles the light goods will not receive the pay that he should, whereas the man who handles the heavy goods will receive more than he should, in comparison.

If you have any information at hand that will help us, we will appreciate hearing from you. If not, can you not refer the question to others of your subscribers in our line of business, with a view to deriving mutual benefit from an exchange of ideas, that might result in an answer to the riddle?—Merchants Transfer and Storage Co., Washington, D. C.

The only system that we know of by which you could pay your teamsters depends upon a calculation of the relative importance of the factors you have mentioned, and is based on percentages. Hypothetically stated this system would be as follows:

The regular wage of a Washington driver is \$12 per week or \$2 per day. This is what he should make. Then, let 100 per cent equal \$2 per day. Then assume that the factors are mileage covered, weight handled, trips made, separate stops or deliveries accomplished and the time consumed. Of these factors mileage is the least important, as a horse team's mileage is limited to approximately 15 miles per day and also as mileage is not much of a factor in the delivery of package freight. Therefore, let mileage equal but 10 per cent. The time consumed is also of relative importance but slightly greater than that of the mileage. Therefore, let time equal but 20 per cent of the total. The weight handled is of the greatest importance, therefore let weight equal 30 per cent. The number of trips is limited and therefore the trips should equal only 20 per cent. The number of deliveries is about of equal importance with the number of trips. Therefore deliveries should equal 20 per cent, making a total of 100 per cent, which equals \$2.

#### FACTORS WHICH DETERMINE BONUS

Of course you will be better able to judge of the relative importance of the items listed, and also whether these are the items that should be listed, than the writer. However, this is the statement:

A horse vehicle's mileage is limited to 15 miles. Therefore 15 miles is the maximum that a driver should make each day. When he makes the maximum mileage he should receive the full per cent. Therefore, 15 miles equals 10 per cent. In the package freight transfer business three trips per day of 5 tons each would be fairly good work. Therefore let 15 tons (weight) equal 30 per cent, and three trips equal 20 per cent. Deliveries is something that will require a little more study, but for the sake of the example let 10 deliveries equal the full percentage of 20, and let a 10-hour day equal the time or 20 per cent. Then, mathematically stated:

Mileage	= 20% = 15 miles
Weight	= 30% = 15 tons
Trips	= 20% = 3 trips
Deliveries	= 20% = 10 deliveries
Time	= 20% = 10 hours

Let us suppose that a driver made the capacity mileage of 15 miles; that he delivered 20 tons; made 4 trips, 15



deliveries and worked 12 hours. The equation then stands as follows:

Mileage	20%—15 miles	20 cts.
Weight	40%—20 tons	80 cts.
Trips	28%—4 trips	56 cts.
Delivery	20%—15 deliveries	60 cts.
Time	20%—12 hours	48 cts.

Total, 128%, which equals \$2.64.

An adaption of this system is one in which each unit is given a monetary value, as so much per mile, so much per pound or ton, so much per trip, so much per delivery and so much per hour. The writer knows nothing regarding this system, to his knowledge it has never been tried out, but he would like to know what you think of it and how it would apply to your case.—H. T. L.

### Transfer Company Will Arrange New Loading Plan

A new system of truck loading has been devised by the French Transfer Co. of Roseburg, Ore., for its contract in hauling wood from the Curry ranch to the city and will be put in operation within a short time. It is the plan of the transfer company to put two large auto trucks in operation, both night and day shifts being established. This will allow the work to be accomplished in a much shorter time and with the aid of a large derrick which will be built the loading of the trucks will require but little work.

This derrick will be used to raise and lower a large basket which will be constructed so that it will contain exactly one-half a tier. This will be filled and raised to such a height as to allow the loading of the truck and the operation repeated until the machine is fully loaded when the fuel will be hauled to this city, a system of dumping to be established in the local yards.

### Van Prices Are Higher in Los Angeles

Because of the high cost of moving occasioned by the war people in Los Angeles refuse to move. There was a great flurry in change of homes this time last year, but now most families and individuals are staying "put."

According to several van and storage companies, the ordinary big May business of moving people's effects has fallen off at least 25 per cent from normal. At this time last year, however, it seemed as though everybody was moving. Many were renting their big homes to others and moving into smaller houses, and others were taking cheaper cottages and apartments. Those seeking more reasonable quarters this year can't do so, because it costs too much to get there. They simply have to remain stationary.

There are many reasons why it costs more to move today than ever before. There are two kinds of vans—

the horse-drawn and the motor. It costs about twice as much as formerly to run either, because the feed for the horses is higher and gasoline is likewise higher. A ton of barley used to cost \$28; now it is \$60. Hay was \$16, but now is \$30 a ton. Gasoline is sky high, and the wages paid to workmen have increased 25 cents a day, owing to the high cost of living. Repairs on vans are higher than formerly, because all material used in them costs more than ever before.

C. C. Colyear of Colyear's Van and Storage Co. said that, while the price by the hour of moving has really not been raised, still it costs the mover a great deal more than it ever did. Never before was time counted as strictly as it is now.

"If our men formerly went to move some furniture and it was not ready, the time in getting it so was not charged for," said he. "But now it is different. Every minute is counted, no matter what happens. The price, as before, is \$1.50 an hour, but no fraction of an hour is thrown in. If it takes an hour and ten minutes to make a trip, that ten minutes is counted, where before it was not. This counts up faster than the average person would ever dream it does."

### PRICES MAY ADVANCE AGAIN

Some big van and storage companies announced that very shortly, perhaps, the cost of moving will be much higher than now. This city, they say, has not been hurt as much as others, because there is a surplus of vans. Many coming to California, they say, and finding themselves without jobs, have bought vans and gone into the express business. But when some of the vehicles wear out, then the high cost of moving will have soared sky high.

### Pendleton, Ore., Draymen Raise Haulage Price

The price of hay has gone up, the same is true of barley, of gasoline and tires, ergo, with expenses creeping up toward the moon it has become absolutely necessary, say the draymen of Pendleton, Ore., to raise their rates. Also, they have announced that they are raising, at the same time, the wages of their men.

A member of a prominent dray firm explained the move in this wise: "Barley that used to cost us \$18 to \$24 a ton, on last Friday had soared to \$54. I heard that on Saturday it went to \$60. I paid \$65 for a pneumatic tire on one of my drays the other day; a solid rubber one cost me \$54."

"We have been getting 25 cents for hauling a trunk as much as twenty-two blocks, for hauling 800 pounds of freight for merchants. Everything else has gone up, so we are changing the prices that have held good for the past 10 years."

# Merchandise Distribution Through Transfer and Storage Firms

A phase of the transfer and storage business which is only 10 or 12 years old but which promises to be one of the biggest features of the industry as a whole, and a great factor in the growth and expansion of the industry, is the distribution of merchandise through warehouses and transfer companies. Commodities of all kinds are now handled by warehousemen who play the role of wholesaler as far as the stocking of the goods is concerned. To a certain extent the vast machinery heretofore necessary in each locality where a manufacturer had to carry stocks of his goods has been eliminated. In place of the wholesalers there now are brokers or salesmen who have an office but keep no stock. The warehousemen carry the stock for them on a storage plus a service charge, sometimes not even making the service charge. In some cases the salesmen or brokers, who sometimes handle more than one variety of goods, occupy offices right in the warehouse buildings where their goods are stored, in fact some warehouses, such as that of the Brokers' Office and Warehouse Co., of Kansas City, Mo., have been designed and built with this purpose in view.

The growth of this present system of distributing through warehousemen and transfer companies has come about through the desire of the manufacturer to save his freight charges by shipping in carloads wherever possible. This method of shipping has other advantages than the saving in freight charges, among which are the lessened possibilities of damage to the goods through full carload shipment, and the satisfaction to both manufacturer and customer of having a stock of goods always on hand at a desired point.

There are many ramifications of this business of distribution. In fact every manufacturer's problem differs in details. In some cases, store-door delivery is made through a transfer company which breaks up carloads

and makes immediate city deliveries of the goods. In other cases the goods are shipped directly to a warehouse and are placed in storage until such time as they are ordered out for delivery to a customer, by the local broker or by the sales department of the manufacturer.

Just as the manufacturer's methods differ so do the warehousemen's methods differ, and whereas each manufacturer has a special proposition, which cannot be handled in any other manner than that which he directs, and which he has found to be the best method of handling his particular commodities, the warehouseman is dealing with a limited number of manufacturers but the manufacturer is dealing with a large number of warehouses. Consequently any uniformities that will simplify the business and help in its furtherance, must come from the warehousemen's end.

In talking with Colgate & Co., and the American Sugar Refining Co., two of the big users of warehouses for the distribution of their products, it was brought out that the principal difficulty encountered with the warehousemen is in the keeping of records of stock. Very few warehousemen can tell in a minute just what amount of stock of one particular commodity they have on hand. When a call comes from a manufacturer for a report of the amount of his goods in the warehouse on a certain date or at a certain time, many warehousemen must send into the warehouse and have the goods actually counted. Very often, instead of being all on one floor or in one section, as nearly as possible, the goods are scattered over several floors and several sections, thus the counting requires more time and some of the goods may actually be overlooked.

As an example of a warehouse company which is able to make a quick report of the amount of goods on hand, the new Baltimore & Ohio Railroad warehouse in New York City, known as the Twenty-sixth Street Stores,

In. 1-20-34		No. 4		W. R. R.	
CONSIGNEE <i>American Sugar Refining Co.</i>		INVT. No.		P.O. No. <i>A 2000</i>	
TRANSFERRED TO <i>B&amp;O</i>		INVT. No.		DATE NOTED	
CAR No. <i>17737</i> <i>East of Ohio</i>		PKY. P.O. No.		STORAGE WAREHOUSE <i>5/24/37</i>	
MANIFEST WT. <i>40,000</i>		CHARGED		FREIGHT	
				SWITCHING	
Ship <i>100 BBL Sugar</i>		R. L. SUBMITTED		TRANSFER	

Receipts Number	Non-Receipts Number	RELEASED ON W. R. RECEIPTS	REMARKS
No.	No.		
Date Issd	Date Issued		

**B. & O. R. R. STORAGE WAREHOUSE**
**STORAGE RECORD.**

[illegible]

Front and Back of Storage Record Card Used by B. & O. Warehouse



was cited, and an investigation disclosed the fact that the B. & O. warehouse has developed a card system, in which cards 8 x 5 inches are used. Reproductions of these cards are shown herewith. On one side of the card is given the name of the consignee and similar information, and on the other side is given other information including the rate, location, the number of deliveries made, their amount and date, and the storage charges on each date as they come due, this information being transferred into the books of the company from the cards.

The B. & O. warehouse makes its labor charge the first month. Thus sugar, for which there is a rate, say of 10 cents per 100 pound bags, takes a combined labor and storage charge of 20 cents the first month. These cards will be found to be largely self-explanatory as reproduced herewith. Suffice it to say that through the date and alphabetical filing of these cards, the B. & O. warehouse can tell in a minute just how the stock on hand stands.

Another practice among the warehousemen which came in for criticism was their failure to promptly send out warehouse receipts and to attend to the correspondence of the manufacturers. It was said also that the warehousemen are perfectly right in making a service charge for clerical work, as otherwise this clerical work would have to be done in the manufacturer's clerical department.

Great emphasis was laid upon the fact that the warehouse business is a specialized business and that too often men without experience jump into the business and are consequently unable to swing it. The merchandise warehouse business is somewhat akin to banking and requires a broad knowledge of business affairs as well as the specialized knowledge of the storage and handling of various commodities. A more uniform system of storage and labor charges was also advocated.

It has been predicted that this distribution feature of the merchandise storage warehouse business will some day become of the greatest commercial importance, but it is recommended that the merchandise warehousemen get together and adopt more uniform methods, and lay the foundations for carrying on the business in a systematic manner.

### Cartage Bill Declared One of Greatest Wastes

More money of Washington (D. C.) residents is used in paying for the cartage of ice, coal, furniture, meat, merchandise, building materials and other necessities from freight stations to stores and from stores to homes than for the freight on these articles brought into the city, according to a report of a preliminary survey recently made of Washington's cartage costs by the bureau of the census of the Department of Commerce.

To pay for the milk wagon that rumbles in the early morning, the bringing of the ice to the housewives' doors, the delivery of dry goods merchandise, the activities of the grocery boy, the upkeep of the laundry delivery service, and the hundred other expenses that may be listed as "cartage" costs, Washington paid \$8,300,000 last year, the report estimates.

At the same time freight charges on inbound freight cost only \$7,250,000, or \$1,050,000 less than cartage costs. Of the total of \$15,550,000 transportation costs of Washington, 54 per cent was for cartage and 46 per cent was for freight.

Allowing for the \$300,000 cartage costs of the Government and the cost of outbound freight, it is estimated that each of the 364,000 Washingtonians spent \$40 and each of the 79,000 Washington families spent \$190 on cartage in 1916.

The investigation was made by canvassing 120 carefully selected dealers representing seventeen lines of retail business and eight wholesalers of meat products.

When a housewife spends a dime for a piece of ice she pays nearly a nickel of it for delivery, the report states. The delivery cost of ice was found to be 45 per cent of the gross sale price, the highest of any commodity.

Bottled soft drinks came next, with 20.2 per cent; brick, 19.9 per cent; bakery products, 19.8 per cent, and laundered goods, 15.3 per cent.

Of the retailed commodities department store merchandise had the lowest cost of delivery, with only 1.5 per cent, while wholesale meat products ranked lowest of all, with 1.1 per cent. The percentages of furniture and hardware were 2.8 per cent and 3 per cent respectively.

Ten to 12 per cent of the cost of milk is the cost of delivery, the report says, and this is largely due to the fact that patrons often demand special service and that many routes overlap and intertwine. Between 28 and 30 per cent of milk costs are dealers' profits, the report states.

The great yearly increase in the percentage of population that lives in cities was noted in the survey.

"No other city of its size in the United States would provide so suitable a field for an initial cartage investigation," says the report. "Washington is not an industrial community, and therefore does a minimum of wholesale business and, proportionately to the total, a maximum of retail business."

No attempt was made to estimate the cost of the transportation of commodities brought into the city by nearby farmers, nor the general storage warehouse and household moving costs.

"No one seems to have grasped the tremendous item of cartage cost as a whole, to have estimated it at its true importance, or to have attempted to so much as study it thoroughly on a large scale to find how serious it is," said Secretary William C. Redfield, of the Department of Commerce, in commenting on the report. "It is one of our largest wastes."

Cartage costs, which are more important and costly than freight rates, have been almost ignored, while freight rates have been given a large amount of attention, he pointed out.

Eugene F. Hartley, expert chief of division of the bureau of census, made the survey.

### Little Giant Truck Makes Good Run

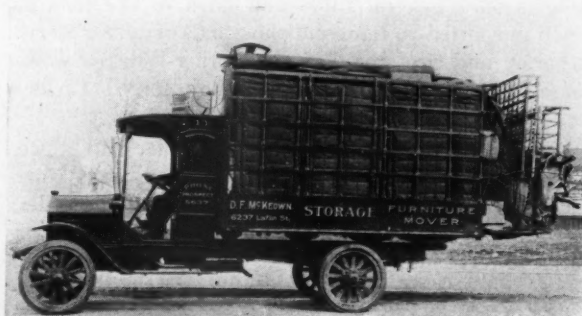
The transfer and storage company that installs a motor truck delivery system with the idea of effecting desirable economies in the conduct of the business, usually discovers that the motor truck possesses values which had not been previously calculated—that is, its advertising value, and its prestige building value. The public believes—and not entirely without reason—that goods hauled by motor truck receive less rough treatment and arrive at destination in better shape.

It is hard to beat the motor truck as a local advertising medium for it is really a billboard on wheels. Of course even the horse and wagon outfit possesses some advertising value, but where hundreds see the wagon, thousands see the motor truck, because of the great territory it covers. The motor truck gives its owner an added prestige in his community as an up-to-date and prosperous business man. And everyone prefers to deal with prosperous people—that is human nature.

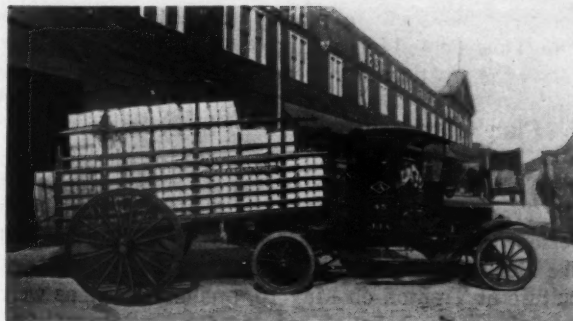
During the present scarcity of labor the motor truck owner is particularly fortunate for he can haul much more goods with much less labor and hence can pick up much business that his wagon-hauling competitor cannot touch. During the rush season the motor truck can work 24 hours a day and not be the worse for it, whereas the poor horse must get a reasonable amount of rest or he will soon break down.

Some quite remarkable hauling records have been made with motor trucks by moving concerns. A Little Giant two-ton truck owned by the Monrovia Transfer Co., Monrovia, Cal., left Los Angeles on Saturday, December 16, 1916, at 1 p.m., with a capacity load of furniture, bound for Bakersfield, Cal., over the Ridge Route, a distance of 150 miles. The Ridge Route is considered the most mountainous road in America, and its building was one of the greatest engineering feats. After unloading at Bakersfield, the truck returned to Los Angeles, arriving at 1 p.m., Monday, December 18.

Such trips as these of course are impossible with a horse and wagon outfit, yet the mover will run into such jobs quite frequently and they are usually very profitable if they can be handled.



Little Giant Truck Owned by Chicago Storageman



Martin Fifth Wheel Outfit at a New York Dock

### Team Owners Request Increase in Wages

Contending that the increasing cost of food for man and beast is making their work unprofitable the teamsters employed on city work at Ogden, Utah, have presented a request to the board of commissioners asking for an increase in wages. The teamsters were recently advanced from \$4.50 to \$5 per day for man and team. In their request the teamsters stipulate no definite amount desired, declaring that the commissioners should be in a position to realize the amount of increase which would be reasonable.

### To Repair Horse Elevator Road

At a special meeting of the Team Owners' Association of Hudson county, New Jersey, a report was received from the special committee which waited on M. W. Bolen, general superintendent of the Public Service Railway Co., relative to the repairing of the road leading to horse elevator from Hoboken to Palisade avenue.

Mr. Bolen stated that he had instructed the Maintenance of Way Department of the Public Service to resurface the road. Mr. Bolen informed the committee work would be started early in May. He said the only reason there had been any delay in the matter was because of the frost in the ground and the difficulty in securing labor.

A report was also received that petition had been filed with the City Commissioners for the repaving of Pavonia avenue and that the City Engineer had been instructed to prepare specifications and an estimate of the cost. Temporary loan bonds have been authorized by the Commission to cover the cost.

Thomas J. Stewart, president of the Team Owners' Association, who is a candidate for Commissioner on the United Republican and Citizens' Ticket, was assured of the active support of all members of the organization, but owing to the association's non-partisan policy it was decided not to make any formal endorsement.

The secretary was instructed to write to President McCarter of the Public Service Corporation and thank him on behalf of the Team Owners for the work the



company has done in paying the cost of a Hudson tunnel survey and in pointing out to the people of New Jersey the practicability of such an improvement.

### Plan Glanders Indemnity in New Jersey

As a result of a conference between representatives of the Team Owners' Association of Hudson County, New Jersey, the Horse Owners' Association of Newark and the members of the New Jersey State Bureau of Agriculture at Trenton on May 16, preliminary plans were made for the payment of indemnity to New Jersey horse owners whose animals are destroyed by the state for glanders.

It was pointed out that glanders does not immediately destroy the working value of a horse and under the present system many dishonest owners hide cases of glanders and continue to work a horse, thereby providing opportunity for the disease to spread. If the state allows compensation on the same basis as that paid for destroyed tubercular cattle, it will be to an owner's advantage to report glanders cases immediately and have the horses killed.

The State of New York has paid indemnity for glandered horses for the last 4 years. The cost to the state has decreased every year and glanders is practically being wiped out among New York State horses.

According to the tentative plans formulated each horse owner will be forced to have his animals examined by a veterinary at least once a year. Horses passing the examination will be identified by red straps around their necks. These straps will be put on by the veterinary and sealed so that they cannot be removed except by breaking the seal.

A quarantine will be established against all out-of-state horses, similar to the quarantine in vogue in New York State, and no horses can be brought into the state unless they have first passed the glanders test. Owners of horses that have not been certified by a state veterinarian will not be entitled to compensation under the proposed glanders act.

The suggestions made at the meeting will be incorporated into an amendment to the present bill creating the State Bureau of Agriculture and the operation of the glanders indemnity plan will be put in the hands of the Board of Animal Industry.

### Limited Liability

The Appellate Division of the New York Supreme Court holds that a common carrier may limit his liability by agreeing with the shipper upon a maximum valuation of the articles carried, and a clause in a contract of carriage expressly limiting the liability of a carrier to a given sum is equivalent to a valuation of the goods.—*Heuman vs. M. H. Powers Co.*, 162 N. Y. Supp. 590.

### Banks Lose \$80,000; Broker is Accused of Forgeries

Through the "kiting" of forged warehouse receipts, manipulated, it is charged by William Ruwe, superintendent of the Morse Detective Agency, by Arthur Bailey, a broker with offices at 112 Market street, San Francisco, Cal., the Bank of California and the American National Bank of San Francisco have lost \$80,000. The loss of each bank is placed at \$40,000, it was admitted by officials.

In a confession said to have been signed by Bailey, the broker accuses Frank H. Turner, proprietor of the Turner-Whittell Warehouses, 1200 Battery street, of having guilty knowledge of the use to which the forged warehouse receipts were put. Turner denies Bailey's accusation.

### DETECTIVES WATCH SUSPECT

Bailey is under the surveillance of two Morse detectives in a downtown hotel. D. B. Fuller, vice-president of the American National Bank, said last night that it was the intention of his company to prosecute Bailey, regardless of whether the \$40,000 which the American National Bank advanced to the broker is returned.

Charles K. McIntosh, vice-president of the Bank of California, said that he would personally sign a complaint charging Bailey with defrauding the Bank of California out of \$40,000.

According to Ruwe, Bailey, when confronted with a forged warehouse receipt recently, frankly confessed his guilt and implicated Turner.

The confession which Ruwe says Bailey signed relates that while he was sales agent for the Quaker Oats Co. he and Turner took over an optional lease on the Bear Valley mine at Emigrant Gap. Not having sufficient capital to finance the mine, Bailey, according to Ruwe, broached a scheme to Turner to raise the necessary funds.

According to Ruwe and Fuller, Bailey says he explained the scheme to raise funds to Turner. Turner, Bailey insists, provided him with blank warehouse receipts and the official stamp, which is used in Turner's office. In his confession Bailey relates that he and Turner went to Bailey's office several times and filled in the receipts which purported to represent thousands of dollars worth of barley and rice stored in the Turner-Whittell warehouse. There, it is charged, Bailey forged various names to the receipts.

Bailey's operations, according to Fuller and Ruwe, covered a period of 10 months. During that time, Ruwe says, Bailey played one bank against the other, borrowing large sums of money from the Bank of California to meet his obligations at the American National Bank, and vice versa. Ruwe also says Bailey has confessed that every cent he could lay hands on went into improvements and payments on the Bear Valley mine.

According to the detective, Bailey insists that his partner in the mining venture was Turner.

The first suspicion that Bailey's transactions at the American National Bank were not straight came when in checking up the stocks of barley and rice which the forged receipts were supposed to represent, the trail led to the Turner-Whittell warehouse. When shown one of Bailey's receipts, Turner promptly branded it a forgery.

In quick succession the other worthless receipts were traced and found to be forgeries. Bailey was taken into custody by Morse operatives and when confronted with the forged receipts, Bailey, according to Ruwe, threw up his hands and confessed.

#### ACCUSED WAREHOUSEMAN OF COMPLICITY

In the presence of a joint meeting of directors of the two banks involved, Bailey, Ruwe says, accused Turner, who was present, of having guilty knowledge of the frauds. Turner denied the accusation.

Expert accountants found that check stubs indicated that nearly all of the \$80,000 obtained from the banks had been sunk in the Bear Valley mining venture. The experts also found, according to Ruwe, that Turner had invested \$7,000 in the same mine. Bailey is said to have told the bank directors that if he had not been discovered the mine would have shown a profit of \$250,000 within the next 60 days.

Bailey is married. His wife left for Los Angeles several days ago. Turner is a member of the Olympic Club, where he is living.

#### Forged Warehouse Receipts

The loss of \$80,000 by two banks of this city by advances on forged warehouse receipts brings to mind the loss of a much larger sum by another bank some years ago in the same way. Similar and very much greater losses a few years ago by fraudulent railroad receipts for cotton became an international incident, and led to important changes in national legislation. It may be that this occurrence will lead to changes in bank routine.

Character and acquaintance necessarily count for much in banking business. The culprit in this case was no stranger, nor was there any reason to suppose that he would commit a forgery. Loans are continually made on such security, and it is hardly once in a generation that there is a loss incurred.

If, however, it were the invariable rule of all banks to daily mail statements of warehouse receipts accepted to the office of the warehouse, forgery of those particular documents would probably cease. No one who could borrow at all would be likely to commit a forgery sure to be detected within 24 hours. Of course, it would make a good deal of work for the banks, and some work for the warehouse men, but it might pay.—San Francisco (Cal.) *Chronicle*.

#### Common Carriers Under English Law

A common carrier is a person who undertakes for hire to carry from a place within the realm to a place within or without the realm, the goods or money of all such persons as think fit to employ him.

To render a person liable as a common carrier, he must (1) exercise the business of carrying as a public employment, (2) and must undertake to carry goods for all persons indiscriminately; (3) hold himself out as ready to transport goods for hire as a business, not merely as a casual occupation.

The following are common carriers:

(1) Railway companies, for goods which they are bound by statute to carry, or profess to carry, or actually carry for persons generally, including such passengers' personal luggage as they are bound to carry free of charge.

(2) Canal and navigation companies.

(3) Owners and masters of sailing and steam vessels trading regularly from port to port for the transport of goods for hire and of the ordinary luggage of passengers.

(4) Proprietors of barges and lighters.

(5) Ferry-men, if they hold themselves out as common carriers of goods.

(6) Proprietors of stage coaches, of goods which they usually carry for hire and hold themselves out to carry for all persons indifferently, and of the personal luggage of passengers so carried.

(7) Hackney coachmen, as regards the ordinary baggage of the passengers they carry.

(8) Proprietors of wagons, carts, etc., who, as a public and common employment for hire, carry goods from one town to another, or from one part of a town to another.

The following are *not* common carriers:—

(1) A person who conveys passengers only.

(2) Railway companies—as regards passengers and goods which they do not profess to carry, or only carry under special circumstances, or subject to express stipulations, limiting their liability in respect of them.

#### AN IMPORTANT EXCEPTION

(3) The owner of a cart or carriage who does not ply regularly for hire to a particular destination, but merely lets it out for a special bargain with horses and driver by the hour, day, or job, to proceed to any destination ordered by the hirer (*e.g.*, a town carman, plying for hire, and undertaking jobs as he can get them, is not a common carrier).

(4) A contractor who undertakes to pack goods as well as to carry them, and who enters into an express contract by which he undertakes risk of breakage (if any) is not liable as a common carrier.

(5) The postmaster-general and his subordinates.

(6) A person who receives and forwards goods, and who takes upon himself the expenses of transporta-



tion, for which he receives compensation from the owners, but who has no concern in the vessels or wagons by which they are transported, and no interest in the freight. He is a mere warehouseman and agent, and not a common carrier.

A private carrier has been defined to be a person whose trade is not that of conveying goods from one person or place to another, but who undertakes upon occasion to carry the goods of another and receives a reward for so doing.

There are many obligations of a common carrier respecting the receiving, transit, and delivery of goods entrusted to him, as well as limitations of such obligations by the Carriers' Act and by special contract or notice; he also has rights and remedies, including a special property in the goods, an insurable interest, and a specific lien at common law so long as the goods are in his possession.

The carriage of passengers' luggage in advance is always the subject of a special contract with the railway company concerned, and should be so with any other carrier.

[The information contained in this article is mainly taken from Macnamara on "The Law of Carriers," the authority on this subject.—Editor, *World's Carriers*.]

### "Average Agreement" Explained

Answering certain inquiries relative to the new demurrage rules now in effect, and the "average agreement" clause thereof, the penalty for freight car detention under them is \$2 per car for each of the 5 days immediately following the 48 hours "free time" allowed by them and \$5 for each day a car shall be held by a consignee thereafter. However, shippers and carriers may enter into what is known as the "average agreement," whereunder the charge for detention is predicated upon the average time of detention of cars, released during any calendar month, to be arrived at in the following manner: One credit shall be allowed for every car released during the first 24 hours of "free time," while after the expiration of the same one debit per car per day or fraction of a day shall be charged for 5 days in succession.

No more than five credits may be applied in the cancellation of debits against any one car, and after five debits shall have accrued against a car a charge of \$5 per day, or fraction of a day, shall be imposed for subsequent detention, including Sundays and legal holidays. At the end of the calendar month the total number of credits shall be deducted from the number of debits and a charge of \$2 made for each remaining debit; but should the credits exceed the debits in number, no charge for detention is made, but no payment is made to shippers or receivers on account of such excess. An excess of credits in any one month shall not be considered in computing average detention during another month.

### Oakland Teamsters Want Raise in Wages

Increases in the price of hay, wood, coal, ice, ice cream, motor trucking and general draying will be materially advanced, as the result of a demand for a wage increase of 50 cents per day, made by the teamsters of Oakland, Alameda and Berkeley. The increase has been demanded as a result of the high cost of living, according to the men.

The whole matter is to be threshed out when a joint meeting of the teamsters' representatives, the Draymen's Association of Alameda county, the Coal Dealers' Association and other organizations and trades affected will be held at some point in Oakland and both sides submit arguments on the matter. Just how far this conference will extend in its operations is not known, but an amicable settlement is expected.

Every expense to which the teamster is subject has gone up considerably, according to the teamsters, including horseshoeing, feed, repair work and other commodities in addition to living expenses. A meeting was held recently by the teamsters and the matter gone over, at the end of which it was decided that the raise must be given to enable the men to earn a living wage.

Preliminary conferences with members of the Draymen's Association have given indication of a willingness to negotiate on the subject. Other lines of business were then called into the matter and the situation explained. As a result, the joint conference was set, when all sides of the question will be gone into and some equitable arrangements or adjustment made.

"We don't look for trouble," said L. E. Rowley, business representative of the Draymen's Association of Alameda county. "The teamsters have acted with consideration in this matter and seem disposed to meet us on an intelligent basis. We will all try to get together. I think we will grant the raise, however."

### Liability of Connecting Carriers

The Court of Appeals of Georgia says it is now settled by the ruling of the Supreme Court of the United States, in the case of Georgia, Florida & Alabama Ry. Co. vs. Blish Milling Co., 241 U. S. 190, 36 Sup. Ct. 541, 60 L. Ed. 948, that the remedy of one whose property has been lost or damaged in the course of interstate transportation is not confined exclusively to the initial carrier. The decisions in Southern Railway Co. vs. Savage, 18 Ga. App. 489, 89 S. E. 634, and Southern Ry. Co. vs. Bennett, 17 Ga. App. 163, 86 S. E. 418, holding that the remedy against the initial carrier is exclusive, and relied upon by the defendant in error, were expressly overruled by the decision of this court in Central of G. Ry. Co. vs. Waxelbaum, 18 Ga. App. 489, 89 S. E. 635. See also Cincinnati, Hamilton & Dayton Ry. Co. vs. Quincey, 19 Ga. App. 167 (91 S. E. 220).—Morris vs. Southern Ry. Co., 91 S. E. Rep. 878.

### Work Horses Parade Nearly 1000 Strong

Nearly 1,000 work horses, most of them owned and driven by Greater Boston firms and citizens, had their annual "day" on May 30. For nearly 3 hours the horses, well-curried and with harness shining, passed in review along Commonwealth avenue, few indeed failing to receive the first-price blue ribbon from the judges of the Boston Work-Horse Relief Association.

It was the fifteenth annual show for the horses and yesterday all of them certainly looked happy and well cared for by their drivers. Here and there was sufficient lack of plumpness to cause the judges to award red and yellow second and third prize ribbons; but there were mighty few of them. The disappointed drivers simply made up their minds to do better next year.

There were forty-six classes, starting with the Navy Yard horses and ending with the express wagon horses. The fire department was well represented—and there was hardly a business firm whose stable was not on the list.

The horses certainly looked slick, and there was continued evidence of the fine work the association has been doing to educate the owners of work horses to their proper care and treatment. There were no over-worked, jaded, thin, half-fed horses in the parade, of course; the association, through its efforts, has had greatest influence toward keeping such off the city streets on business days.

#### ASSOCIATION HAS OTHER ACTIVITIES

The annual parade is only a small item of the association's business. It has established a free hospital for horses; has inaugurated an accepted system of stable inspection; has found a way to bathe horses on the streets on the hottest summer days; assists purchasers; holds instructive meetings for drivers and horsemen generally, and sends broadcast pamphlets of proper rules for the care of horses under all sorts of conditions. But the parade is a badge—a real evidence of the association's thorough work. It is all in charity for the horses.

There is no competition really. Vehicles and trappings do not count except as they may be too heavy or ill-fitting, in which case the mark is a negative one. Improper collars, throat-latches too tight, breeching too low down are noted carefully by the judges and there are no blue ribbons if things aren't right to make for the comfort and efficiency of the horse.

There were big and little horses, young ones and old ones. At the head of the procession was "Dan," who is 34 years old and for 27 years has tramped the cobble stones of the Charlestown Navy yard. He and his driver, Bernard J. Farren, were cheered lustily as they passed the lanes of watchers on the streets.

In the parade later there were several classes for old horses, the oldest being "Kitty," owned by D. E.

Perkins, who has owned the dam and the mare "Kitty," covering a period of 53 years. "Kitty" is 37 years old and has seen 33 years' service.

Early in the parade a goat "butted in" to the line, Allan F. Coughlin and his nervous stepper being invited, of course. The goat had a fine time until it came to have a special ribbon pinned on his head harness. Mr. Goat could not get to the ribbon to devour it, and did not have half so good a time as did Harry Cantor's trick horse, 20 years old.

This clever animal, at various intervals, was stopped on the line of march to balance an apple or a banana on the side of his head under his right ear, then jolting the fruit down to where he could grip it with his teeth.

The Lawrence gold medal to owner and \$5 to driver of four-horse teams handled by one man was awarded to Frank Bavin, driving a fine rig belonging to C. Bowen, who won the medal in 1916.

Those in charge of the parade were William D. Quimby, chief marshal, with Assistant Marshals Arthur G. Merwin and Dr. P. J. Cronin, with a large corps of aids.

### Rations for Cart Horses

In a local government board circular to local authorities dealing with the feeding of horses it is pointed out that heavy dray horses which move slowly do not need the same amount of grain food as trotting horses. For these heavy horses 32 pounds per day of a mixture composed of half grain and half hay or oat-straw chaff is sufficient. The Place of oats should be taken by maize and beans in proportion of four parts maize to one part beans. As few horses as possible must be kept.—*World's Carriers*, London, England.

### Legal Decision Affecting Warehousemen

(U.S.C.C.A.) Pledge of warehouse receipts by private warehouseman *held* to give no lien; they being for a number of bushels of seed, not segregated or identified by mark, as required by Ky. St. Sec. 4769.—*First Nat. Bank of Paris, Ky., vs. Yerkes*, 238 F. 278.

(Ark.) Uniform Warehouse Receipts Act, Secs. 21, 27, imposes no duty on public warehouseman to insure cotton in his hands against loss or damage from fire.—*Farmers' Union Warehouse Co. vs. Sturdivant*, 192 S. W. 377.

### Liability of Consignor for Freight Charges

The Georgia Court of Appeals holds that a railroad company, which, through mistake or negligence, has failed to collect from a consignee the charges due for transportation, is not estopped from recovering them from the consignor merely because of failure to sue therefor until after the consignee (who by agreement with the consignor was liable for the freight) has become insolvent.—*Southern vs. Sou. Cotton Oil Co.*, 91 S. E. 876.



# News From Everywhere Briefly Told

## ATLANTA, GA.

### Cathcart Transfer & Storage Co.

Moves, Stores, Packs, Ships  
Household Goods Exclusively  
Office and Warehouse  
6-8 Madison Ave.

## BOISE, IDAHO

### Peasley Transfer & Storage Co.

STORAGE, TRANSFER AND  
FORWARDING  
9th and Grove Sts., Boise, Idaho

## BOSTON, MASS.

### Winter Hill Storehouse

Storing, packing and shipping  
household goods and merchandise  
176 WALNUT ST., SOMERVILLE  
BOSTON, MASS.

## BROWNWOOD, TEXAS

### Ramey Brokerage & Storage Co.

BROKERS AND WAREHOUSEMEN  
Warehouse on St. L. & S. F. tracks  
General Merchandise Storage and Forwarding.  
A Branch House without the expense.  
Correspondence solicited.

## BUFFALO, N. Y.

### Buffalo Storage and Carting Co.

STORAGE, TRANSFER  
AND FORWARDING  
Warehouse on New York Central Tracks

### O. J. Glenn & Son

Everything in the Line of Moving,  
Carting, Packing, Storage  
Office, 47 W. Swan Street  
Buffalo, N. Y.

### Niagara Carting Company

223 Chamber of Commerce  
GENERAL CARTAGE & STORAGE  
Transferring Car Loads a Specialty

## CANTON, O.

### Cummins Storage Company

310 East Ninth Street  
STORAGE, DRAYING, PACKING AND  
FREIGHT HANDLING A SPECIALTY  
Unsurpassed Facilities for Handling Pool Cars

Jacob S. Kinstler, head of the Kinstler Storage Warehouse Co., New York City, died at his home on Seventh avenue on March 20, aged 59 years. Mr. Kinstler was a member of the New York Furniture Warehousemen's Association.

Gordon Fireproof Warehouse & Van Co., Omaha, Neb., will have six warehouses of which three will be fireproof, when Warehouses C, D and E, now under construction, are completed. Warehouse C is at 213 N. Eleventh street, is of non-fireproof construction and will contain 8,000 square feet; part of this warehouse will be used as a packing room and the remainder for merchandise storage. Warehouse D is at 901 Davenport street, is a fireproof building and will contain 35,000 square feet for merchandise storage. Warehouse E, at 214 N. Ninth street, is non-fireproof and contains 8,000 square feet. Warehouse F is a leased building at 101 S. Eighth street, for merchandise storage.

Brett Elliott, head of a large trucking business in Brooklyn, N. Y., for many years, died at his home in that city on March 27.

Kidder Transfer Co., St. Paul, Minn., lost twelve horses when fire destroyed their barn at 189 E. Ninth street.

Fireproof Warehouse Co., at Oakland, Cal., is erecting a \$15,000 three-story, reinforced concrete warehouse building at Ciaremont and College avenues.

City Transfer, Van & Storage Co., Long Beach, Cal., moved on March 17 from its old location at 134 W. Broadway into their new offices at 144 Pacific avenue.

David L. Gregg, formerly of Salt Lake City, Utah, has taken the managership of the Fireproof Storage Co.'s new warehouse on Highland avenue, Hollywood, Cal. Mr. Gregg has been active in the storage business at Salt Lake City for sometime.

William Pearson will move his transfer offices to the Callander building in Van Nuys, Cal., shortly.

Cotter Transfer & Storage Co., Mansfield, Ohio, has increased its capital stock from \$30,000 to \$75,000.

Steubenville, Ohio. Wheeling, W. Va., and Pittsburgh, Pa., interests are said to be backing a corporation which proposes to erect a mammoth fireproof storage warehouse to replace the recently destroyed Alexander building at Steubenville to cost approximately \$40,000. The building will be 77 by 180 feet. The company is endeavoring to get an extension of the tracks of the Wheeling & Lake Erie Railroad to the warehouse site. Unless this switch can be obtained the plans will be abandoned.

Moving, the publication of the Van Owners' Association of Brooklyn and Queens, New York City, has appeared in a new form, 6 by 9 inches in size and containing 12 pages. Editor Simmons, secretary of the association, remarks that *Moving's* new form and dress

## CHICAGO, ILL.

### Bekins Household Shipping Co.

Reduced Rates on  
Household Goods, Automobiles and  
Machinery  
General Offices, 805 Bedford Bldg., Chicago  
New York, Boston, Buffalo, Cincinnati

## JUDSON

### Freight Forwarding Co.

Reduced Freight Rates on Household Goods and Automobiles to and from the West

#### Offices:

CHICAGO, 443 Marquette Building  
BOSTON, 640 Old South Building  
NEW YORK, 324 Whitehall Building  
PITTSBURG, 435 Oliver Building  
ST. LOUIS, 1501 Wright Building  
SAN FRANCISCO, 855 Monadnock Bldg.  
LOS ANGELES, 518 Central Building

## CLARKSBURG, WEST VA.

### Central Storage Company

STORAGE, PACKING, SHIPPING

Special facilities for distributing car lots  
Mdse. to Central part of West Virginia

## CINCINNATI, OHIO

## "STACEY FIRST"

for

### STORAGE, HAULING, PACKING, SHIPPING

Fireproof and Non-Fireproof  
Buildings

Service Guaranteed  
Correspondence Solicited

### The Wm. Stacey Storage Co.

2333-39 Gilbert Ave. Cincinnati, Ohio

## CLEVELAND, OHIO

### THE LINCOLN FIREPROOF STORAGE CO.

5700 EUCLID AVENUE  
5 MODERN WAREHOUSES  
15 AUTOMOBILE MOVING VANS  
Service and Satisfaction Guaranteed  
Cleveland, Ohio

**CLEVELAND, OHIO****"The NEAL"**

7208-16 Euclid Avenue, Cleveland, O.  
Modern Fireproof Buildings  
Service Complete  
Carload Consignments Solicited

**DAVENPORT, IOWA****EWERT & RICHTER EXPRESS & STORAGE CO.**

*Fireproof Storage Warehouses on Track*  
Storage, Distributing, Hauling,  
Pool Cars, Auto Storage  
Handle Merchandise and Household Goods  
Best Service, Correspondence Solicited

**DENVER, COL.****THE WEICKER  
TRANSFER AND STORAGE CO.**

Office, 1017 Seventeenth Street  
New Fireproof Warehouse on Track  
1447 to 51 Wynkoop Street  
Storage of Merchandise and Household Goods  
Distribution of Car Lots a Specialty

**DES MOINES, IOWA****Merchants Transfer & Storage  
Company**

WAREHOUSEMEN AND FORWARDERS  
General Offices - - - 9th and Mulberry Sts.

**EL PASO, TEX.****WESTERN TRANSFER  
& STORAGE COMPANY**

220-26 S. STANTON ST.  
Forwarders and Distributors—Trucking of all kinds—  
Distribution Cars a specialty. Warehouse  
on Track  
ONLY FIREPROOF STORAGE IN EL PASO

**ERIE, PA.****The Erie Storage & Carting  
Company**

Packers of Planos and Household Goods, Storage,  
Carting and Parcel Delivery  
Warehouse Siding, switching to all lines

**FORT WAYNE, IND.****Brown Trucking Company**

MOVING, CARTING, STORAGE  
AND DISTRIBUTING  
125 West Columbia Street

are outward signs of changes within. When dissatisfied with results two courses are open: to give up or try to do better. *Moving* will try to do better.

**United States Storage Co.**, Washington, D. C., has issued a handsome souvenir book of Washington, D. C.

**Knickerbocker Storage Co.**, Akron, Ohio, suffered loss by fire of their warehouse at North Union street on March 16. The damage was estimated at \$50,000, partly covered by insurance. In addition to several carloads of furniture, the property of the Kirk Co., which controls the Knickerbocker Storage Co., three large motor trucks and several horses were lost in the fire.

**Atlanta Warehouse Co.**, Atlanta, Ga., will shortly erect three large warehouses at a cost of approximately \$500,000. It is proposed to erect these buildings on Stewart avenue, adjoining the present plant, which when completed will have a capacity of 300,000 bales of cotton.

**Ebert-Meseroll & Co.**, warehouse architects and engineers, whose offices are in New York City, have moved from 43 Exchange Place to Room 1045 on the first floor of the Grand Central Terminal Bldg.

**Fisher-Gilder Cartage & Storage Co.** has been incorporated to do business at Youngstown, Ohio, with a capital stock of \$300,000. The company was formed to take over the properties and interests of the Fisher Fireproof Storage Co., and the Fisher-Gilder Cartage Co., which have been operating as separate institutions for several years. A large six-story addition to the plant of the Fisher Fireproof Storage Co. on Mahoning avenue will be built.

**Blank Warehouse & Transfer Co.** was a fictitious name used in an article in the March issue of *TRANSFER and STORAGE*, and has nothing to do with the Blanck Transfer & Storage Co., Pittsburgh, Pa., which is a member of the various warehousemen's associations.

**Western Distributors, Ltd.**, Saskatoon, Canada, announce that a new fireproof warehouse, 100 by 60 feet with a 70-foot distribution platform, will be ready for occupancy shortly.

**Sisser Bros.**, Somerville, N. J., have under construction at 134 East Main street, that city, a modern three-story fireproof storage warehouse for the storage of household goods exclusively.

**Rock Island Transfer & Storage Co.**, which is to do business at Rock Island, Ill., is planning the erection of a modern fireproof building, 90 by 130 feet and six stories in height.

**Warehouse Architectural & Engineering Co.**, formerly located at Chicago, Ill., is now making its headquarters at Detroit, Mich.

**Security Storage & Van Co.**, Duluth, Minn., has been formed to take over the household goods storage and moving business formerly conducted by the Northern Cold

**FORT WORTH, TEX.****Binyon-O'Keefe Fireproof  
Storage Co.**

265-7 West Fifteenth Street  
Receivers and Forwarders of Merchandise  
Furniture Stored, Packed and Moved  
Handling "Pool" Cars a Specialty

**HARTFORD, CONN.****The Bill Brothers Company  
TRANSFER & STORAGE**

Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc. **STORAGE WAREHOUSES** with separate apartments for Household Goods and Railroad Siding for Carload Shipments

**The ROGER SHERMAN  
TRANSFER CO.  
LOCAL AND LONG DISTANCE  
MOVING**

PACKING STORAGE

**HELENA, MONT.****Benson, Carpenter & Co.  
RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse

HANDLING "POOL" CARS A SPECIALTY  
Trackage Facilities

**HOUSTON, TEX.****WESTHEIMER  
WAREHOUSE COMPANY  
STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

**LEOMINSTER, MASS.****W. K. MORSE**

LIGHT AND HEAVY TRUCKING  
OF ALL KINDS

Office and Stables, rear 83 Mechanic Street  
Residence, 147 Whitney Street

**MANSFIELD, O.****COTTER  
TRANSFER & STORAGE  
Company  
GENERAL HAULING & STORAGE****MINNEAPOLIS, MINN.****Cameron  
Transfer & Storage Company**

420 Second Ave. So.  
Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods  
Fireproof Storage



**MONTREAL, CANADA****Meldrum Brothers, Limited**

Cartage Contractors  
Established 1857

Office, 32 Wellington Street

Unexcelled facilities for the teaming of car load  
steamship importations and heavy merchandise.

**NEW LONDON, CONN.****B. B. Gardner Storage Co., Inc.**  
18 BLACKHALL STREET

PIANO AND FURNITURE  
PACKER, MOVER & SHIPPER

Safe Mover—Freight and Baggage Transfer.  
STORAGE

**NEW YORK CITY****Julius Kindermann & Sons**  
FIREPROOF STORAGE WAREHOUSES

Storage for Household Effects,  
Automobiles, Etc.

1360-62 Webster Ave., near 170th Street

**The Meade Transfer Company**

General Freight Forwarders

Transfer Agents of the  
Pennsylvania R. R. and Long Island R. R.

Main Office, P. R. R. Pier 1 N. R.

**NIAGARA FALLS, N. Y.****WILLIAM YOUNG**  
TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

Machinery and Safe Moving a Specialty

"Unexcelled SERVICE"

**OIL CITY, PA.****Carnahan Transfer & Storage  
Company**

STORAGE AND PACKING

**PARKERSBURG, W. VA.****Parkersburg Transfer &  
Storage Co.**

101-113 ANN STREET

Distributing and Forwarding Agents  
Track in Building

Storage & Warehouse Co. The company  
holds membership in the Minnesota and Illi-  
nois Furniture Warehousemen's Associations.

**Fireproof Storage Co.** has been formed at  
Spokane, Wash., with a capital stock of  
\$100,000, and is at present the only company  
in Spokane having a fireproof warehouse, it  
is said. The officers of the new company are  
Edward Pittwood, president and treasurer;  
H. F. Williams, vice-president; E. H. Pitt-  
wood, secretary and business manager, and  
E. J. Gunther, general manager.

**Charles E. Barnes**, representative of the  
Warehouse Architectural & Engineering Co.,  
Detroit, Mich., was in Grand Rapids recently  
interviewing F. S. Elston of the Elston Pack-  
ing & Storage Co. relative to building an  
addition to one of the Elston warehouses.—  
*Rad.*

Fire damaged a warehouse owned by Gris-  
wold & Walker of Chicago, located at 1501  
Newberry avenue, Chicago, on April 13. The  
loss is estimated at \$100,000.

**E. J. Brady** will engage in the trucking  
business at Hollister, Cal.

**Stockton Transfer Co.**, Stockton, Cal.,  
will dissolve its partnership. Harry Dawson,  
manager of the company has awarded the  
contract for the construction of a four-story  
reinforced concrete warehouse at the corner  
of California and Oak streets.

**Glasgow Storage & Cartage Co.**, Hamil-  
ton, Ont., Canada, has added a new depart-  
ment, having taken over the Pottruff piano  
and furniture moving business and equip-  
ment. J. H. Pottruff, who has had many  
years experience, will be in charge of the new  
department.

**Seattle**, Wash., team owners have raised  
the wages of their drivers 25 cents per day.

**Shank Fireproof Storage Co.** has been  
formed to do business at Grand Rapids,  
Mich., with a capital stock of \$20,000. The  
corporation will take over the six story fire-  
proof building at 19-25 La Grave avenue, now  
occupied by the Studebaker Automobile Co.  
A. H. Shank, formerly secretary of the  
Builders' & Traders' Exchange will be secre-  
tary, treasurer and general manager of the  
new company.—*Rad.*

**ST. LOUIS, MO.****Columbia Transfer Company**

Special attention given to the  
distribution of carload freight

Depots:

St. Louis, Mo., and East St. Louis, Ill.

**WORCESTER, MASS.****METROPOLITAN STORAGE  
COMPANY**

Storage for Household Goods  
and Merchandise

Carload Consignments Solicited

**PITTSBURGH, PA.****H O E V E L E R**  
Warehouse Company

Movers and Storers

4073-4075 Liberty Ave., Pittsburgh, Pa.

**Weber Express & Storage Co.**

4620 Henry Street

Moving, Packing and Storing GENERAL  
of Furniture and Pianos HAULING

**MURDOCH**  
Storage & Transfer Co.

Successor to

W. A. Hoeveler Storage Company

Office and Warehouses

546 NEVILLE STREET, PITTSBURGH, PA.

**PORTLAND, ME.****Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship  
Company, Grand Trunk Railway

Special Attention to Carload Consignment

**ROCHESTER, N. Y.****ROCHESTER CARTING CO.**  
162-164 Andrews Street

Members New York Warehousemen's Association

Distributors of Car Load Freight  
Unsurpassed facilities for Storing, Transferring and  
Forwarding merchandise and household goods.

**TWO LARGE STORAGE WAREHOUSES**

We haul and erect all kinds of Machinery,  
Boilers, Safes, Monuments, etc.

**Blanchard Storage Company, Inc.**

Arthur S. Blanchard, Pres. and Treas.

Storage Moving Household Goods Packing  
Household Goods Shipping

Piano Moving Automobile Dead Storage  
Rochester's "Chief" Rug and Carpet Cleaners

Allen and N. Washington Sts.  
Bell Phone, Main 710 Roch. Phone, Stone 606

Members New York and Illinois Furniture Ware-  
housemen's Association

**SPRINGFIELD, MASS.****Central Storage Warehouse**

STORAGE AND DISTRIBUTING  
PACKING, CARTING, SHIPPING



## Another Service

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding forty words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER and STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office. If answers are to come through our office kindly enclose 10 cents in stamps to cover cost of postage on replies forwarded to you.

## FOR SALE

FOR SALE: \$30,000 will buy one of the best Storage and Moving concerns in one of the largest Western cities. Modern Fireproof building, about 55,000 square feet. Storage on hand \$8,000 to \$10,000. Equipment valued at about \$10,000. Ill health reason for selling. Address "WEST", care of TRANSFER and STORAGE, 35 West 39th Street, New York City Mar—3t

FOR SALE: Will sell an old established transfer business equipped with 12 horses, 2 one-ton trucks and 2 two-ton trucks. Doing a good business in a growing Eastern Pennsylvania city. Proposition worth investigation. Will sell at a sacrifice if sold at once. Reason and particulars upon application. Address Box 122 P, care TRANSFER and STORAGE, 35 West 39th St., New York City. Mar—3t.

FOR SALE: Transfer and storage company in Southern California, six head of horses, three wagons, one Reo truck, office furniture, lot of 120 x 150 feet and barns. It will repay you to investigate this business. For further details address, Box 136, TRANSFER and STORAGE, 35 W. 39th St., New York City, N. Y. June—3t

FOR SALE or Rent: Four-story storage warehouse in West Philadelphia, 22,000 sq. ft. floor space all fully equipped and up to date, near Penna. R. R. depot. Carpet cleaning plant and garage, established 23 years, owner retiring. \$5000 cash required, value of plant \$35,000, interview by appointment with principals only. "West. Phila.," Box 131, care TRANSFER and STORAGE, 35-37 W. 39th St., New York, N. Y. June—3t

FOR SALE: Having discontinued piano moving business we have two motor piano trucks, one large double horse-drawn wagon and one single horse-drawn wagon, one pair seven and eight year old horses and harness, we wish to dispose of at a sacrifice. Address, Box 132, care TRANSFER and STORAGE, 35-37 W. 39th St., New York, N. Y. June—3t

FOR SALE: Have for sale 15-ton windlass wagon or machine wagon in good order. Will sell for one hundred and fifty dollars (\$150.00). Address all correspondence to the Fairfield Trucking Co., Fort Wayne, Ind. June—3t

FOR SALE: A first-class storage and transfer business. In fireproof building. Doing good business. Owner wishes to retire. Address Texas Storage Company, Beaumont, Texas. Apr.—3t

FOR SALE: An old established, live and active freight transfer and trucking business. Incorporated. Business averages \$4,000 a month. City of 40,000. Work 40 to 50 horses and two motor trucks. Owner wishes to retire. Price \$25,000 cash. Address Opportunity, Box 127, care TRANSFER and STORAGE, 35 W. 39th St., New York City. Apr.—3t

## WANTED

WANTED: Position as manager of Warehouse. Have had experience in both Commercial and Household Storage. Am at present engaged as manager of the largest Household Storage Warehouse in a city of 100,000 population; having acted in this capacity for the past five years. Satisfactory reference as to character and ability. Address Box 128, care TRANSFER and STORAGE, 35 W. 39th St., New York, N. Y. Apr.—3t

POSITION WANTED: As manager of household goods warehouse business. Have had wide experience with progressive firms in New England. Address Box 130, TRANSFER and STORAGE, 37 W. 39th St., New York, N.Y. Apr.—3t

POSITION VACANT—WANTED: A competent man to take charge of heavy work, erecting smokestacks and handling machinery, etc., in a city in Michigan. Steady job. Address, giving full particulars and salary expected, Rigger, Box 129, care TRANSFER and STORAGE, New York City. Apr.—3t

WANTED: Manager thoroughly familiar with combined business of carpet cleaning and furniture storage, sober, capable, reliable man only. Address, Box 133, care TRANSFER and STORAGE, 35-37 W. 39th St., New York, N. Y. June—3t

POSITION WANTED: As superintendent and estimator, household goods warehouse business, 16 years experience. Outlook for future advancement more important than present salary. Reply to box No. 135, TRANSFER and STORAGE, 110 W. 40th St., New York, N. Y. June—3t

WANTED: Experienced warehouseman in furniture storage warehouse to store away furniture, etc. State age, experience and give reference. Address, Box 134, TRANSFER and STORAGE, 35-37 W. 39th St., New York, N. Y. June—3t

WANTED: Young married man to act as manager or assistant manager for transfer company operating warehouse; four motor trucks, three vans and one freight wagon. We also operate retail furniture store in connection, and manager of transfer department also acts as shipping clerk. Riley-Harbour Transfer Co., Muskogee, Okla. June—3t

**Have you tried  
THE EXCHANGE  
service yet?**

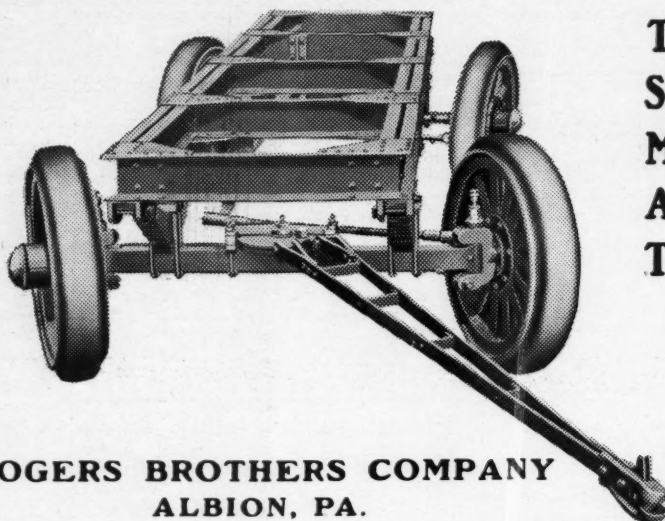


## YOUR TRUCK WILL HAUL AT LEAST TWICE THE LOAD

ASK US ABOUT IT

**ROGERS  
BROTHERS  
ALL  
STEEL  
TRAILERS**

FOR EVERY  
PURPOSE



**TWENTY-  
SEVEN  
MODELS  
ALL  
TYPES**

IN EVERY  
CAPACITY

**ROGERS BROTHERS COMPANY  
ALBION, PA.**

ROGERS BROTHERS COMPANY OF NEW YORK EASTERN DISTRIBUTORS AND EXPORTERS  
50 EAST 42d STREET, NEW YORK



### Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

#### WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

We sell Naphthaline Moth Balls, Flakes Crystals, Powder and Blocks; Lavender Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

Write today for price list and full information.

**The WHITE TAR COMPANY**  
CLIFF & JOHN STREETS, NEW YORK, N.Y.



## WAGON-MASTERS

If you have  
the following  
qualifications

## UNCLE SAM NEEDS YOU

Men experienced in the supervision of delivery services or express and drayage companies, or who have had service in the wagon transportation service of the army, capable of handling men,

Apply to  
**Officers Recruiting  
For the Quartermaster Section  
Enlisted Reserve Corps**

Chicago, Ill.  
Cleveland, Ohio  
Detroit, Mich.  
Omaha, Nebr.

Cincinnati, Ohio  
Denver, Colo.  
Milwaukee, Wis.



## Motor Trucks

For seven years Service Motor Trucks have made good in practically every line of business and under every possible condition of work.

Leadership among the Dominant Ten motor trucks is the result of unequaled service records

Write today for Catalogue.

**Service Motor Truck Company**  
Wabash, Indiana.

**Buffalo General Electric Company**  
ELECTRIC BUILDING  
BUFFALO, N. Y.

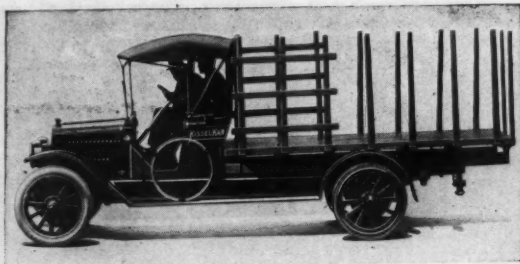
April 5, 1917

Service Motor Truck Company,  
Wabash, Ind.

Gentlemen: We have been operating two of your 3 1/2-ton  
worm-drive trucks in our Distribution Department for  
the past six months and have found them entirely  
satisfactory in every way

Very truly yours,  
BUFFALO GENERAL ELECTRIC COMPANY  
*Charles H. Miller*  
General Superintendent





### *Dependability Is What Owners Demand in the Trucks They Buy*

And truck dependability is possible only with reliable frame, axles, springs, brakes, motor and other structural parts.

In KesselKar Trucks transfer and storage owners find that the Kissel built-in quality gives an unusual durability seldom found in motor trucks.

The Kissel-built engine is power insurance for every grade—the perfected worm-drive rear axle is traction insurance on every road, while the other Kissel mechanical superiorities and features are insurance of dependability under all road conditions.

More KesselKar Trucks are now being used in the transfer and storage business than ever before. Let us send you data and information on how they are making good for other transfer and storage owners in all parts of the country.

#### **Kissel Motor Car Company** Hartford, Wisconsin, U. S. A.

The matchless Kissel-built motor and perfected worm-drive rear axle are guaranteed with every KisselKar Truck.

KisselKar Truck branches, display rooms and service stations in all principal cities and towns.

Five sizes from the Light Delivery up. Chassis prices \$1085 to \$3750.

# KISSELKAR TRUCKS

DESIGN
CONSTRUCTION
FINANCING

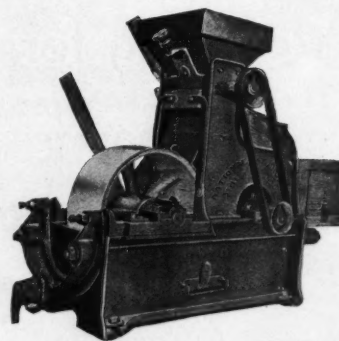
## New Ideas

to meet new conditions

### Designers of Warehouses

that can be built NOW

**EBERT MESEROLL & CO.**  
ARCHITECTS & ENGINEERS  
GRAND CENTRAL TERMINAL BUILDING  
NEW YORK



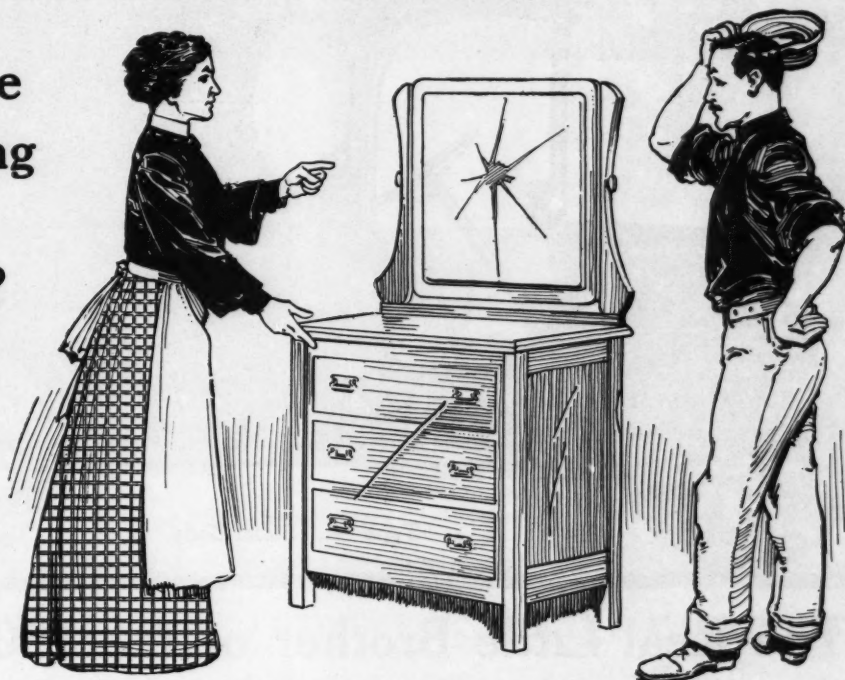
## “Digestion First”

Send for “Digestion First” booklet. A work of art pointing out the road to wealth. Presenting complete records of savings by others and a list of users you know.

**EXCEL MANUFACTURING CO.**  
POTTERSVILLE, NEW JERSEY

Makers of the National Oat Crusher

## What Are You Going To Do About It?



**Y**ou know all about the kicks, complaints and allowances you have to make—just ones, too. Customers have a right to expect that their household goods will be handled carefully and intelligently, and that means careful packing and unloading, as well as careful workmen.

Worn-out comforts, carpets, and sacking are not suitable material for wrapping fine furniture—were never intended for that purpose. Use

### LOUPILCO FURNITURE PADS

Prevent scratching, denting, gouging. Insure a safe journey even over rough country roads. Made of strong heavy drill in khaki color. Filled with new colored cotton carded into one uniform bat. Stitched in straight rows to hold the filling in shape. A permanent advertisement that is a business builder.

#### NOTE THESE PRICES

Loupilco Furniture Pads, size 68x80 \$22.00 per doz.

" " " " 52x68 17.00 " "

" " " " 36x68 12.50 " "

Loupilco Padded Covers for Music Cabinets

will fit both large and small sizes, \$4.00 each

Loupilco Padded Covers for Beds.

One size to fit standard 4-ft. 6-in. Bed.

Headboard Cover ..... \$3.25

Footboard Cover ..... 2.00

Per set..... \$5.25

*Terms 2% ten days, net 30 days, f. o. b. Louisville.  
Name printed free on lots of 12 or more if requested.*

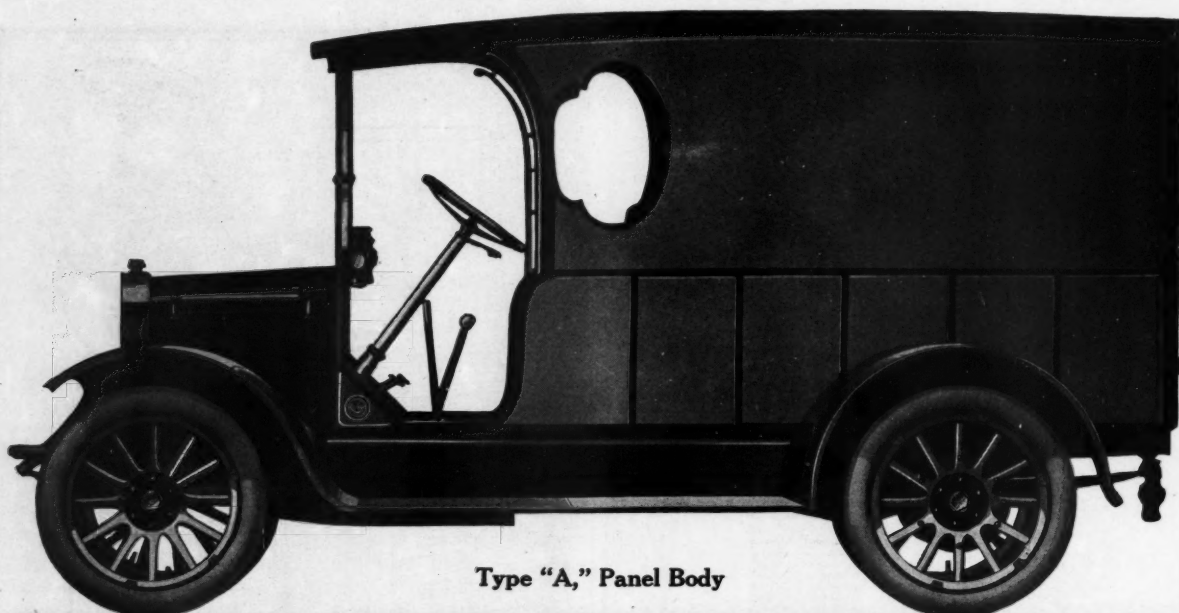
## LOUISVILLE BEDDING COMPANY

INCORPORATED

Owner Louisville Pillow Co.

LOUISVILLE, KY.





Type "A," Panel Body

## The Real Little Brother of the \$5000 Truck

### Compare these features with ordinary light delivery cars:

Timken-David Brown worm-driven rear axle.

Timken front axle,  $2\frac{3}{8}$ -in. section.

$4\frac{1}{8}$ -in. pressed-steel frame.

115 in. wheel-base.

Hotchkiss drive.

33-in. x 4-in. tires, demountable rims.

Left-hand drive with center control.

Straight line drive, motor to rear axle.

New double-safety spring-shackle.

10-in. dry disc clutch.

3 speeds, selective transmission.

Heavy truck steering-gear with 18-in. wheel.

Special Rainier Truck Motor,  $3\frac{3}{4}$  in. x  $4\frac{1}{2}$  in., with magneto ignition.

Highest efficiency and economy; 18 to 20 miles per gallon of gasoline.

The Rainier Half-Ton Worm-Drive Truck is actually a little brother of the big, successful, heavy truck. It has all the family characteristics and build, differing only in size. In its make-up will be found the same Timken Worm-Drive, Timken front axle, deep frame, long wheel-base, Hotchkiss drive and other features that have made American heavy trucks the standard of the world.

The average delivery car is built *upwards* from a pleasure-car chassis. It usually is an out-and-out converted job, or one made of pleasure chassis parts, strengthened a bit here and there and sold under a truck name-plate.

The Rainier is built *downwards* from the best type of heavy truck—in design, construction and materials it is a small edition of the \$5000 worm-driven, heavy-duty trucks that stand at the head of their profession. The chassis, its parts and units, are made for truck purposes, not for pleasure purposes.

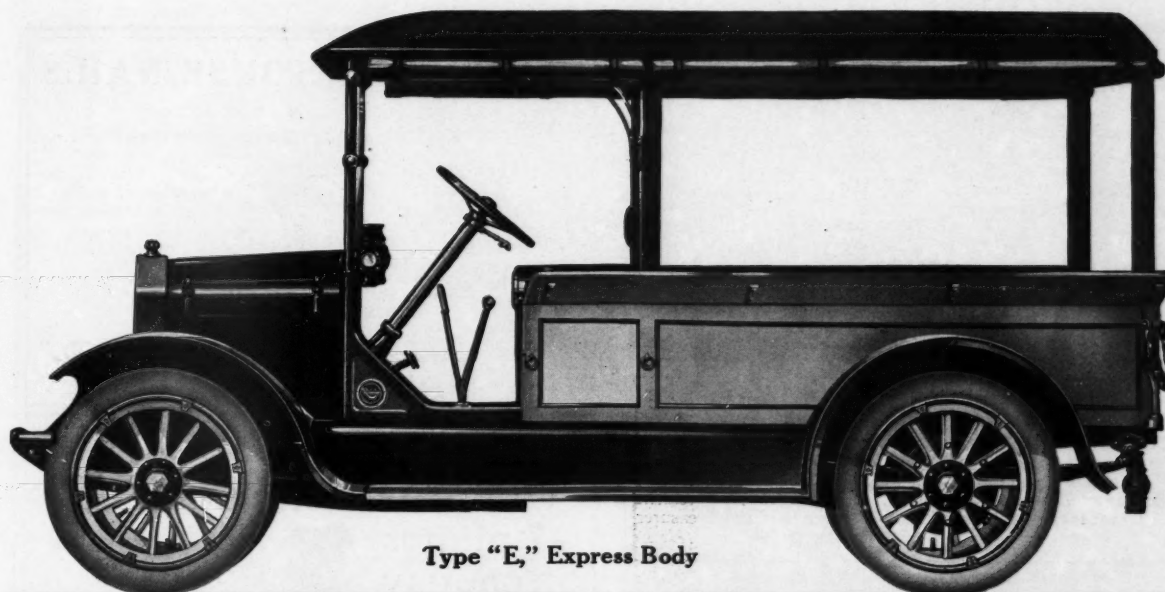
The Rainier is a truck from bumper to tail-lamp—built to carry *dead* weight, not *live* weight. Built to stand a 50% overload when the occasion arises.

And the price is \$875 for the chassis. Various standard body styles from \$100 to \$125. Starting and lighting, \$85 extra.

# Rainier

## WORM- DRIVE

*Built by the Pioneers of*



Type "E," Express Body

## A Necessity to Every Transfer & Storage Business

The Transfer or Storage man who sends out a big truck to "pick-up" or deliver a piano or a few trunks wastes money faster than he makes it.

You get a dozen calls a day where you could use a truck like this little Rainier.

The Rainier half-ton truck carries from 1000 to 1500 pounds; costs less than \$1,000; operates economically (18 to 20 miles to the gallon of gas); and lasts indefinitely because it is a real small truck and not a makeshift.

We have dealers in all large cities. Call up the nearest one and look over the chassis. You undoubtedly have been running *big* motor-trucks; you know the advantage of worm-drive and you understand motor-truck construction. Only the man who does understand it really can appreciate the Rainier chassis. Catalogue on request.

### ***Rainier Motor Corporation***

JOHN T. RAINIER, *President*

Works—Flushing, Long Island, New York City  
General Sales Office—Broadway & 51st St., N.Y. City

#### **Rainier Distributors:**

Lexington Motors Chicago Co., Chicago, Ill.  
Jones Motor Co., Pittsburgh, Pa.  
Day-Baker Motor Truck Co., Boston, Mass.  
W. J. Dougherty, 1845 North 19th Street, Philadelphia, Pa.  
Reliance Automobile Co., San Francisco, Cal.  
Geer-Robbins Co., Los Angeles, Cal.  
Paige Motor Sales Co., Seattle, Wash.  
Lynch-James Motor Co., Salt Lake City Utah  
W. W. Barnett, Denver, Col.  
Southern Garage Co., Birmingham, Ala.  
Motor Sales Co., Baltimore, Md.  
Bert A. Vance, New Bedford, Mass.  
Klepfisz Bros., Buffalo, N. Y.  
Federal Truck Co., Providence, R. I.  
Green & Hale, Worcester, Mass.  
Oak Motor Co., Springfield, Mass.

• **HALF-TON  
TRUCK**

*America's Motor-Truck Industry*

**\$875**

**CHASSIS f.o.b. N.Y.**



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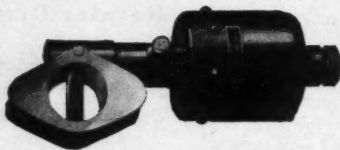
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Will reduce up-  
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and effect a big  
saving of gasoline  
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fast driving im-  
possible.



You'll find Pierce Governors on all the prominent makes  
of trucks. Be sure there's one on the next truck you buy.

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helping your trade  
paper to help you—  
give them your busi-  
ness and mention  
TRANSFER and STORAGE**

**CAPEWELL HORSE NAILS**

will hold your horses' shoes securely—  
even when the strains are great.

Easiest to drive—  
surest to hold—  
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economical. It  
pays to order Cape-  
well.



Not cheapest re-  
gardless of quality,  
but the world's best  
at a fair price.  
Remember the  
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MADE BY THE LARGEST MAKERS  
OF HORSE NAILS IN THE WORLD

**THE CAPEWELL HORSE NAIL CO.**

Hartford, Conn., U. S. A.

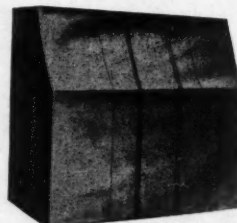
**Two men delivered  
17 pianos  
in one day  
with this  
truck.**



**W. T. SLEIGHT MFG. CO.**

303 Wulsin Bldg., Indianapolis, Ind.

**Canvas Goods, Covers of All Kinds**



Piano Moving Cover

**LOADING  
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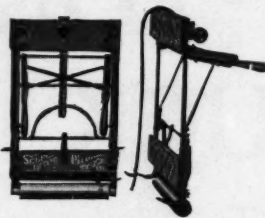
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Get Our Prices

**WM. A. IDEN CO.**

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**PIANO TRUCKS**



7 Styles End Trucks

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Piano Hoists

Piano Covers

Wagon Straps

Would you care for a circular?

**SELF-LIFTING PIANO TRUCK CO.**  
FINDLAY, OHIO



***"Both Your Product and Your Service"***

***"A Voluntary Expression of Entire Satisfaction"***

**METROPOLITAN  
FIRE-PROOF STORAGE WAREHOUSE CO.**

ESTABLISHED 1875

**MOVING-STORAGE-PACKING-SHIPING**

SUPERIOR ACCOMODATIONS - STRICTLY FIRE-PROOF

CHAS. S. MORRIS, PRESIDENT & TREAS.  
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14, 39 & 41 WEST 66TH STREET  
NEAR CENTRAL PARK WEST  
NEW YORK

TELEPHONE 154 COLUMBUS  
PRIVATE EXCHANGE

April 18, 1917

EDISON STORAGE BATTERY COMPANY  
Orange, N. J.

GENTLEMEN:

We feel it is your just due to express to you our appreciation of the entire satisfaction we have experienced in the use of Edison batteries, which we are using in all our Electric vans.

These batteries have done all that your representative stated that they would do, and in some instances a little bit more.

We also want to express our sincere appreciation of the service which your company renders. We have found them at all times ready and even anxious to render every possible service in connection with the upkeep of these batteries.

We desire to register the above as a voluntary expression of entire satisfaction of both your product and your service.

Yours very truly,

Metropolitan Fireproof Storage Warehouse Co.

Learn more about the reliability, economy, and *Long Life* of Edison Batteries in the work of heavy moving vans and trucks. Write for Bulletin 500B.

*Chas. S. Morris.*

President.

**EDISON STORAGE BATTERY COMPANY**

Factory and Home Office

ORANGE, N. J.

New York

Boston

Chicago

DISTRIBUTORS IN

Detroit

San Francisco

Seattle

New Orleans





# Mack TRUCKS

MACK worm drive trucks of 1, 1½ and 2 ton capacities serve an infinite variety of purposes. They are light, powerful, flexible trucks, equally suited for hauling ordinary farm products or the most mixed tonnage of city streets.

MACK trucks are found wherever sound business exists. They were the pioneers of American truck industry and are peers today.

*Complete line — 1, 1½, 2,  
3½, 5, 5½, 6½, 7½ tons.  
Tractor trailers 5 to 15 tons,*

International Motor Company  
NEW YORK

## GOOD BOOKS FOR THE TRANSFER AND STORAGE MAN

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A Compilation of the Laws of the Several States and Territorial Possessions Pertaining to Warehousemen and the Warehousing Business, Containing an Annotated Copy of the Uniform Warehouse Receipts Act. Analytical Index.

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### The Transfer and Storage Directory

This Comprehensive Directory of Firms Engaged in the Transfer and Storage Business in the United States and Canada is now being compiled. In order to be sure of your copy of this Directory, get your order in early.

Price, \$3.00 Per Copy

## TRANSFER AND STORAGE

35-37 West 39th Street New York City



(Two of the four G. V. vans operated by the Thomas J. Stewart Co.)

## 60 Miles Per Round Trip With G.V. Electric Vans Is More Than Possible—It Is Being Done!

While the majority of G. V. vans, however busy, do not make more than 30 to 40 miles per day, they are right on the job in emergencies. All they need for long runs is a little grooming, which means a full charge and, in exceptional cases, a boost at noon hour.

The following letter speaks for itself:

General Vehicle Co.,  
30 East 42d Street,  
New York City, N. Y.

May 16, 1917.

Attention of Mr. Fred Fink.

Gentlemen:—The following data concerning the performance of two of our two-ton G.V. electric vans equipped with Iron Clad Exide batteries on a trip from New York to Long Beach and return on Saturday last, will, we believe, prove more than interesting to you.

Van No. 12, purchased in February, left our warehouse at 504 West 126th Street with the odometer reading 880.1; ran to 71st Street and Columbus Avenue, picked up considerably over half a load of furniture and made delivery of same to 73 E. Chester Street, Long Beach. Upon returning to the warehouse at 126th Street, without a boost of any kind, the odometer recorded 941.9 miles showing distance travelled as 61.8 miles. The amperage consumption was 285.

Van No. 11, fifteen months old, left the same warehouse fully loaded showing the odometer reading 7650.2 miles. The load was delivered to 82 E. Market Street, Long Beach, with a stop at Jamaica where a forty-ampere boost was obtained. On its return from Long Beach a stop was made again at Jamaica for a seventy ampere boost which, as it turned out, was unnecessary. Upon reaching 126th Street the meter reading gave only 190 amperes exhausted, showing a consumption of 300 amperes. The van was well loaded on the trip to Long Beach but returned empty. The odometer recorded on the return 7711.8 making the distance travelled 61.6.

The only unusual procedure with regard to these vans were overcharges given the night before the trip, and we, therefore, feel proud of these trips and believe that it should interest both you and the battery people.

Yours very truly,  
THE THOMAS J. STEWART COMPANY,  
Wm. T. Bostwick, Vice-president.

WTB:GK

Other runs equally as long have been made by our vans to far points in New Jersey and as far as Stamford, Conn., and return. When the bulk of your work is in the city why buy a gas truck for the occasional long run?

Why not write us for particulars about G. V. vans and how to get increased mileage for emergencies?

*Our Van Bulletin 127 on request*

### GENERAL VEHICLE COMPANY, Inc.

General Office and Factory, Long Island City, New York



NEW YORK

CHICAGO

BOSTON

PHILADELPHIA

Six Models: 1000 to 10,000 Pounds Capacity

Business Established 1901





## September 1, 1917

Owing to changes in the ownership of THE TRANSFER and STORAGE Publishing Corporation, the work upon the 1917 edition of THE TRANSFER and STORAGE DIRECTORY has been somewhat delayed. It has now been found advisable to postpone this edition of THE DIRECTORY until September 1, 1917. Being issued on September 1 of this year, the edition will be known as the 1918 edition.

There are other reasons for postponing the edition of THE DIRECTORY until September 1. Among them is the fact that May or June are poor months in which to issue a directory for the transfer and storage business. At present THE TRANSFER and STORAGE DIRECTORY is serving its greatest usefulness among the shippers and receivers of household goods, and as September comes before the beginning of the great Fall moving season in October, it is a much better time to get out a new directory than in May or June, which follow the busy April moving season and are too far in advance of the Fall season.

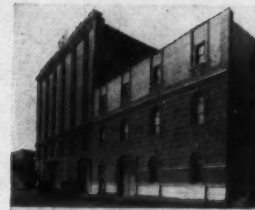
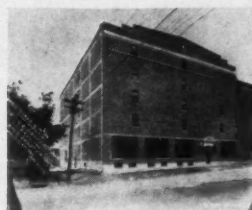
Also, it is intended that the 1917, or 1918 as it will now be known, edition of THE DIRECTORY shall be of greater service to the merchandise warehousemen, and for this reason additional time is necessary in which to prepare for a greater circulation among the shippers of merchandise who work through warehouse distributors.

The members of the transfer and storage industry will do well to remember that the 1918 edition of THE DIRECTORY will cover almost two years, and that it will offer an exceptional opportunity for the use of advertising space at low rates. Early orders for space are advisable, under the circumstances.

## TRANSFER and STORAGE

110 West 40th Street

New York, N. Y.



## The Know-How of Warehouses

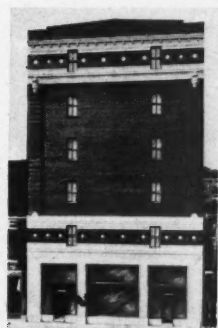
Most of the best warehouses in the country have been designed by C. H. Moores and S. H. Dunford. A very few of them are illustrated here.

Moores and Dunford know how to design fire proof storage buildings that save money in operation and bring business through the confidence inspired.

They know how to build best for least money and get maximum returns from the investment because they are specialists of long experience in this particular line of building.

The data amassed in many cities, their knowledge of conditions and ability to aid you in financing the kind of building you need are all at your service.

Write for the complete information which will be sure to interest you.



## Warehouse Architectural and Engineering Company

C. H. Moores, Engineer

S. H. Dunford, Architect

72 Washington Boulevard  
Detroit, Michigan



# PACKARD I TRUCKS



**Money-makers! Cheap, dependable operation is the basis of Packard earning power**

"We are using Packard trucks *exclusively*," says the F. M. Gosney Transfer Co., Newport, Ky., "because of their absolute reliability under the hardest conditions."

"We have had two Packards for four years now. Recently we added a new four-ton unit to our fleet."

"Packard service has kept our trucks operating the maximum

number of days in the year. Time lost has been cut to a minimum.

"These are the facts which should govern the purchase of any truck—and our Packards have come up to the mark at all times."

Silent, chainless, seven *right* sizes—1 ton to 6½ tons. Built by Packard Motor Car Co., Detroit. *Ask the man who owns one.*

---

**Packard**

---







EXPERIENCE SPELLS SATISFACTION

with  
The

*Little Giant*

MOTOR TRUCK



Little Giant Two-Ton Truck Owned by D. F. McKeown, 6237 Laflin St., Chicago

**SAVE ONE-HALF  
YOUR FUEL COST**

By using the DUNTLEY  
HYDRO-PNEUMATIC GAS  
GENERATOR

The Duntley Hydro-Pneumatic Gas Generator is an exclusive feature of Little Giant Motor Trucks. With this device the Little Giant Truck may be operated on a mixture of one-half kerosene and one-half gasoline at a saving of fuel cost of over 50% with a total absence of carbon, smoke or odor.

**Read about McKeown's experience with the LITTLE GIANT**

Gentlemen:

Can't help but write you a few lines in praise of the work our Little Two-Ton Giant is doing. It far exceeds the expectations I had of it. There is no work that a three-ton truck will do that the Little Giant won't do. It looks to me like a lifetime truck with a little care. About 60% of our work is coal, the other 40% moving, and will pull the load anywhere the wheels will get a hold.

Hoping you will have lots of success with your truck and if any prospective buyer is in doubt let him call on me and I will give him a demonstration.

Respectfully,

D. F. McKeown.

The *Little Giant* Line

Convert-a-Car—(Converts a Ford into a One-Ton Truck)

Model 15 One-Ton Worm Drive

Model 16 Two-Ton Worm Drive

Model 17 3 1/2-Ton Worm Drive

**CHICAGO PNEUMATIC TOOL COMPANY**

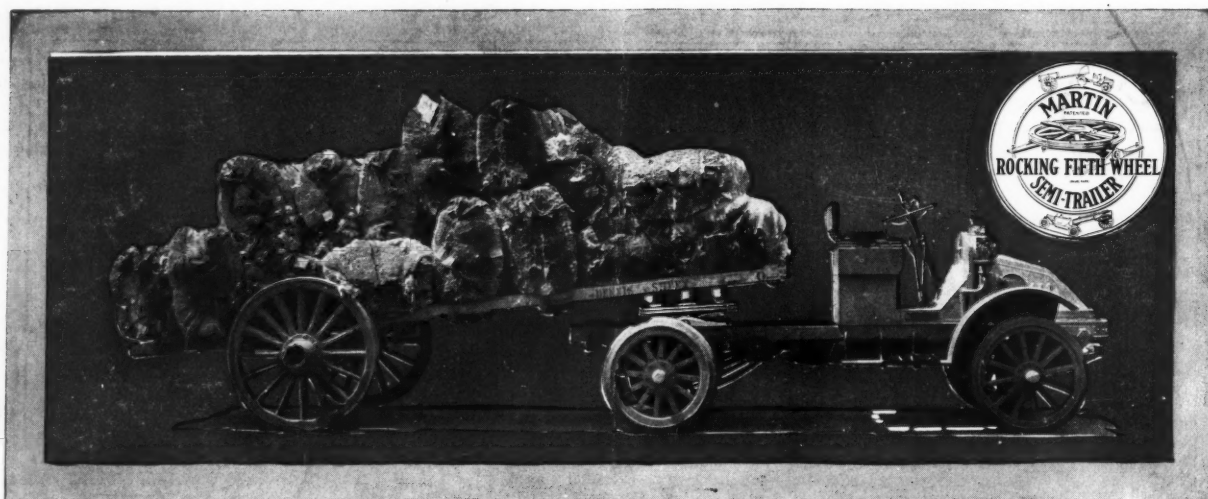
[ Capital and Resources \$14,000,000 ]

614 Little Giant Bldg., Chicago

Agents wanted for  
open territories

Branches and Service  
Stations Everywhere





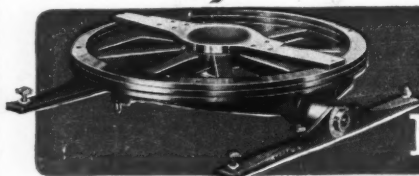
# Makes A Little Truck Do A Big Truck's Work!

The Dennis Sheen Co., New Orleans, attached an old truck to a 1½-ton truck by means of a Martin Rocking Fifth Wheel. The photo above is the outfit—and shows the 1½-ton truck hauling 15 five-hundred-pound cotton bales (7500 lbs). Proof that this device and the principle on which it was invented, triples the hauling capacity of any truck.

**Y**OU can use your old platform-type wagon or horse-drawn truck as a semi-trailer to any one-ton motor truck, by the aid of a Martin Rocking Fifth Wheel.

That will give you a hauling unit capable of carrying three times the load that the truck *alone* will transport. In other words, you *triple* the delivery capacity of the motor truck at an insignificant cost.

Read the facts at the left, referring to the illustration at the top. Furthermore, as the original wheels, springs, bearings, tires, etc., of your old wagon or horse-drawn truck wear out, the Martin Rear Construction may be substituted at *small expense*.



## MARTIN Rocking Fifth Wheel

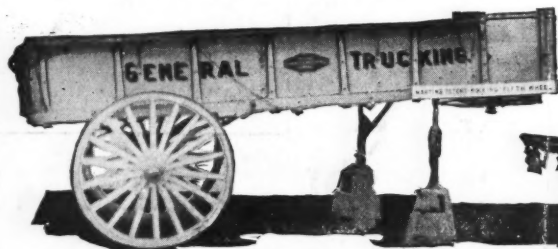
### Attaches Your Old Transfer Wagon to Your Motor Truck and Triples the Truck's Hauling Capacity

Thousands of concerns have adopted this means of multiplying the delivery capacity of their trucks. Hundreds of transfer, moving and storage firms have found the Martin Rocking Fifth Wheel the answer to hauling problems. It enables them to make a 1-ton or 1½-ton truck do the work of three such trucks ordinarily. Write

for proof. Ask us for our new folder that tells all about the Martin Rocking Fifth Wheel and the Martin Rear Construction for semi-trailer wagons.

**Martin Rocking  
Fifth Wheel Co.**

244 Main Street  
Springfield Mass.



Note how the motor truck can be detached from the semi-trailer. In two minutes' time you can release the truck to permit it to hurry off after another loaded semi-trailer. Consider the economy of the time this effects!